
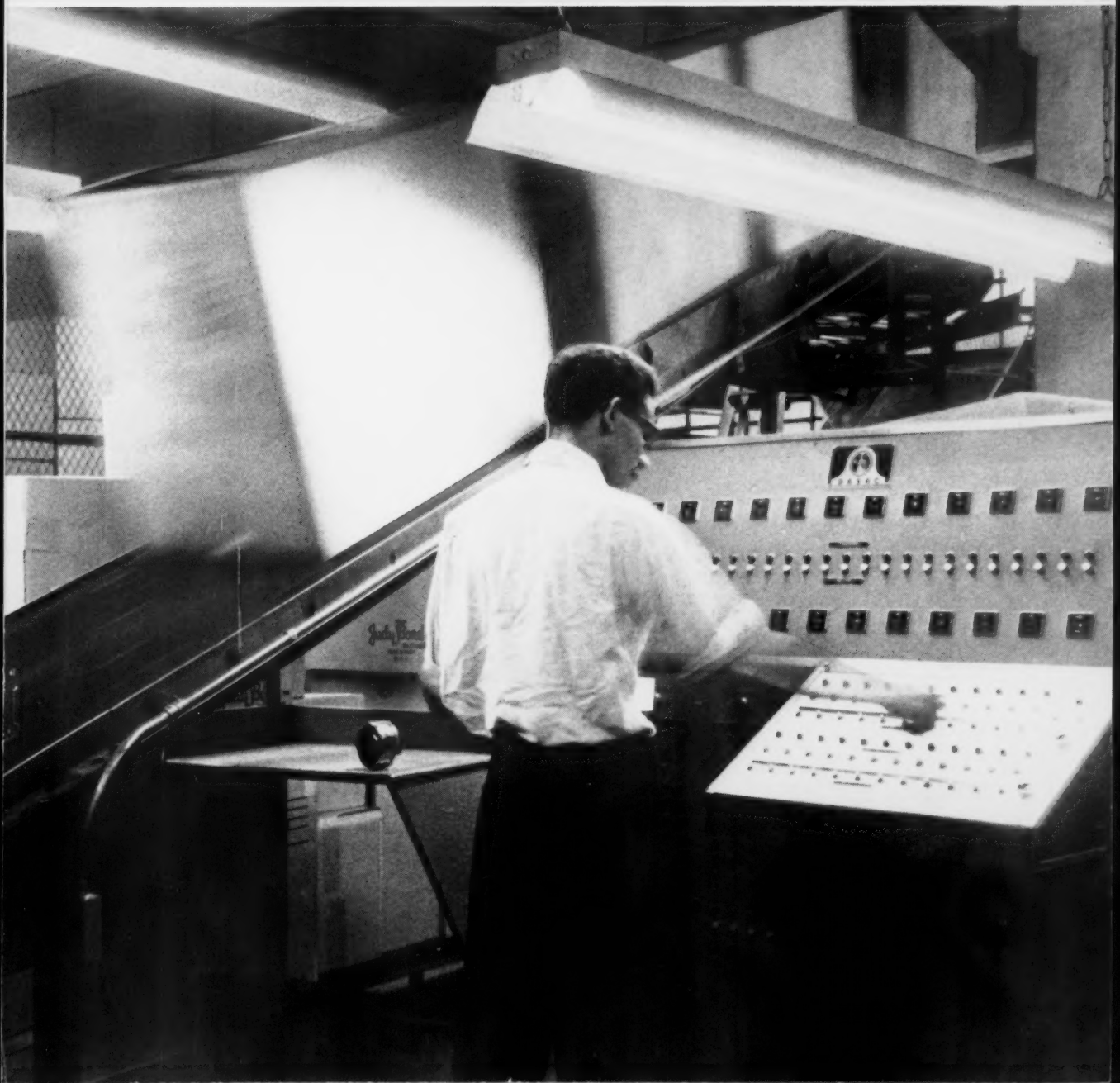


DISTRIBUTION AGE

A CHILTON  PUBLICATION

MARCH 1957



ONE does the work of six!

...in 1/2 the time!...with savings up to 25%



②

Mercury Tug Electric Tractor pulling loaded Mercury A-310 Trailers.



①

Mercury Fork Truck loading Mercury A-310 Trailers



③

Mercury Fork Truck stacking pallet loads at destination.



In one trip, Mercury "Trackless Train" moves same volume as six fork trucks.

When moving material over 150 feet take the short cut to lower handling costs . . . the Mercury Fork Truck—"Trackless Train" System. One Mercury tractor provides the power that moves trailer loads over long distances. Mercury fork trucks load, unload and stack at receiving and destination points. The result—no wasted motive power—each unit performs its job at top efficiency.

For flexibility, the Mercury Fork Truck—"Trackless Train" offers many advantages.

Trailers can be routed anywhere, stored temporarily with loads intact or moved by hand over short distances. Tractors are quickly detached from the "burden carrier"—need not make return trip empty. Tonnage can be varied by adding or subtracting trailers. Hundreds of plants, large and small, now use the Mercury Fork Truck—"Trackless Train" System. Investigate its possibilities for your handling facilities. Mail coupon below, today.

MERCURY

MANUFACTURING COMPANY

Manufacturers of a Complete Line of Fork Trucks, Platform Lift Trucks, Industrial Tractors and Trailers.

Attach to your letterhead for complete details

MERCURY MANUFACTURING COMPANY
4104 South Halsted Street
Chicago, Illinois

Send me full information on the Mercury Fork Truck—"Trackless Train" System of Material Handling.

Name _____

Firm _____

Address _____

City & State _____

Circle No. 1 on Card, Facing Page 49, for more information

EXPERIENCE

more experience in airfreight than any other airline enables American to serve traffic managers better!



It costs only \$7.50 for a typical 100 lb. shipment from New York to Chicago ... only \$18.80 from Chicago to San Francisco.

First with scheduled freight service, American Airlines today has the largest, most experienced personnel force as well as the newest and most extensive handling facilities. That's why American offers the best assurance of fast forwarding and dependable on-time deliveries... deliveries which enable traffic managers to cut transit time from days to hours... and get better handling of their shipments.

AMERICAN AIRLINES AIRFREIGHT

— flies more freight than any other airline in the world



Have You Compared Services?

We urge you to compare Central's Specialized Small Shipment Service with any other service. More than 99% of Central's shipments are LTL.

Central's direct service means Controlled Scheduling . . . immediate handling . . .

prompt dispatch . . . freight cleared from terminals daily.

Central's claim record is tops in its class of Southern carriers . . . 99.5% perfect.

And Central's affirmative rate policy welcomes small shipments.



ASK THE MAN FROM CENTRAL

He will be happy to help you

Compare Services . . . Check Rates . . . Specify Routing

Linking the Carolinas with the East and West

CENTRAL

General Offices: Charlotte 1, N. C.



One of the Publications
Owned and Published by
CHILTON COMPANY

A. W. GREENE, Editor
Wm. A. Barbour, Managing Editor
Robert Warner, Assistant Editor
C. M. Thompson, Editorial Assistant
George Baker, Ray M. Stroupe, N. R.
Regeimbal, Washington News Editors
Elwyn Knight, West Coast Editor
Howard Kohlbrener, Art Director
Marcus Ainsworth, Statistician

EDITORIAL CONSULTANTS

Leo T. Parker, Legal
D. O. Haynes, Materials Handling
M. W. Potts, Materials Handling
John H. Frederick, Transportation
J. A. Sargeant, Packaging

BUSINESS

ROBERT E. McKENNA, Publisher
George Post, Production Manager

EASTERN STATES

H. S. Webster, Jr.
100 E. 42nd St., New York 17, N. Y.
Telephone: OXford 7-3400

CENTRAL STATES

Donald H. Waltz
930 Keith Bldg., Cleveland 15, Ohio
Telephone: SUperior 1-2861

MIDDLE WEST STATES

Kenneth A. Sylrit
360 No. Michigan Ave., Chicago 1, Ill.
Telephone: RAndolph 6-2166

SOUTHERN STATES

John W. Sangston
Harold Mott
William Smyth
621 Petroleum Bldg., Tulsa, Okla.
Telephone: LUther 4-1769

WESTERN STATES

Don May
1355 Market St., San Francisco 3, Cal.
Telephone: UNderhill 1-9737

Jack Kay

Cal.
198 S. Alvarado, Los Angeles 57, Cal.
Telephone: DUmkirk 7-4337

JOS. S. HILDRETH, Board Chairman
G. C. BUZBY, President

Vice Presidents: P. M. Fahrendorf,
Harry V. Duffy, Treasurer, William H.
Vallor; Secretary, John Blair Moffett;
Directors, George T. Hook, Maurice
E. Cox, Frank P. Tighe, Leonard V.
Rowlands, Robert E. McKenna, Irving
E. Hand, Everitt B. Terhune, Jr.,
Russell W. Case, Jr., John C. Hil-
dreh, Jr.; Washington Member of
the Editorial Board, Paul Woolton.

Executive, Editorial & Advertising
Offices: Chestnut & 56th Sts.,
Philadelphia 39, Pa. SHerwood 8-2000



THE COVER

A push-button console is the heart
of automated order filling system
in blouse warehouse. See Page 34.

Accepted as controlled circulation publication at Philadelphia, Pa. Copyright 1957 by Chilton Co. Published monthly. Subscription rates:
U. S. \$5 per year; Canada, \$5.50 per year; foreign Countries, \$6 per year. Single Copies 50¢ each, except February Directory Number—\$4 per copy.

MARCH, 1957

DA DISTRIBUTION AGE

Vol. 56 No. 3

ESTABLISHED 1901

March, 1957

CONTENTS

FEATURES

- Packaging's Role in Physical Distribution** James A. Sargeant 33
More companies are discovering that good packaging insures economical movement of goods
- Six Million Blouses a Year via Automated Order Filling** I.D. Robbins 34
Push-button controlled conveyor system produces saving in direct labor costs and floor space
- Two Story Warehouse—Six Stories Up** George Lacay 36
Problems of big city warehousing are solved by locating warehouse in part of loft building
- Conveyor Sorting Speeds Parcel Delivery** 38
A network of belt conveyors has eliminated bottleneck at sorting stations of delivery firm
- Fork Truck Handling in the Food Industry** G. A. Markell 40
Food industry turns to industrial trucks for fast handling of large volumes at all stages
- Photography Joins the War on OS&D's** Harry J. Miller 42
Damage claims are reduced to less than four per 1,000 shipments through pictures and reports
- Private Trucking Looks to Tomorrow** 44
Private Truck Council opposes Census at 18th Annual Convention; hears talk on truck leasing
- AWA Issues Call to Annual Convention** 53
More than 800 warehousemen expected to attend 66th Annual Convention in Atlantic City
- Reciprocal Switching—Shipper's Privilege—Part III** Ben W. Erickson 54
A continuation of the principles of connection terminal switching including absorption
- Punched Cards Speed Customer Service** Ray Hamilton, Jr. 56
Mechanized paperwork produces better inventory control, proof-of-delivery procedure
- Warehousing Riddle Finds an Answer—Part II** George S. Odiorne 57
In deciding functions to be done in warehouse, business lays groundwork for construction
- DA Handling Equipment Primer—Part XVIII** D. O. Haynes 58
A discussion of principles involved in the operation of industrial railroads and equipment

DEPARTMENTS

- | | | | |
|-----------------------|----|---------------------|----|
| Chuting the News | 15 | Washington DA | 31 |
| Coming Events | 19 | New Products | 46 |
| Men in the News | 21 | Free Literature | 51 |
| On The Line | 25 | Within the Law | 80 |
| Letters to the Editor | 26 | Warehouse Spotlight | 81 |



SHELL CHEMICAL CORP.—Working in the processing area of this huge Shell plant, a Clarklift rushes boxes of synthetic rubber to shipping area. Commented the foreman, "I like this truck for a lot of reasons but mainly because it's fast and easy to operate . . . especially in tight areas."

HERE'S WHAT LOS ANGELES THINKS OF THE NEW CLARKLIFT

There's a gold rush of industrial growth here in Los Angeles. Last year, 123 new industries entered the area—\$344 million was invested in industrial expansion.

Although this remains a land of sunshine and relaxation—there's a rush for ultimate efficiency in operation. Any method that will cut overhead and operating costs looms in importance. It's why eyes opened wide when the new Clarklift came West.

For Clarklift is news to effi-

ciency-minded management. From the marvel of a longer wheel base with a *shorter turning radius*, to the speed and convenience of finger-tip controls, the Clarklift offers more practical design innovations than a half-century of fork truck development has produced.

Superintendent Orovic of American Hardwood Company summed up the general opinion with, "We needed a lift truck that could keep pace with our growing business. We looked over

the whole field . . . decided the Clarklift line was our best dollar investment."

How about your company? For details call your local Clark dealer or write us direct. On request, we'll arrange a demonstration in your plant.

Industrial Truck Division

**CLARK
EQUIPMENT
COMPANY**
Battle Creek 11,
Michigan

**CLARK[®]
EQUIPMENT**

CLARKLIFT is a trademark of Clark Equipment Company



SIGNAL TRUCKING SERVICE LTD.—"We have over 880 pieces of equipment in operation—we handle thousands of rail cars a year," said John E. Carroll, Jr., Vice President. "Of necessity, we depend heavily on fork trucks. That's why we bought these new Clarklifts. They're outstandingly dependable, easy to operate, and what's more, our local Clark distributor gives us excellent and reliable service."



SMART & FINAL IRIS CO.—"High product damage could be disastrous in our business—after all we handle over 17 million cases of food and sundry items a year," commented John C. Woods, Vice President. "That's why we like our Clarklifts . . . smooth, safe controls—much faster lifting speeds. Efficiency like that saves us dollars."



LOCKHEED AIRCRAFT CORP. "Jet engines are heavy, but delicate. That's why the precise inching and sensitive controls of this truck are important to us."

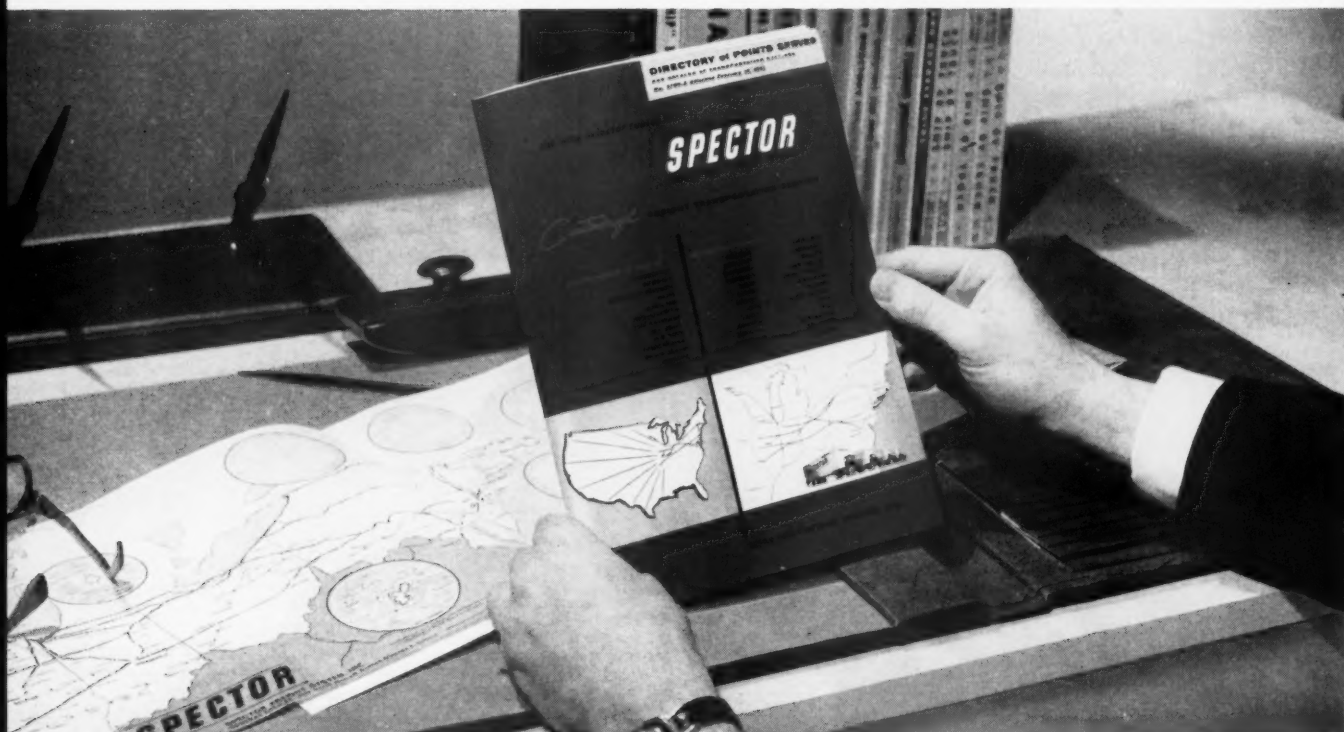


AMERICAN HARDWOOD COMPANY. "Sure I like this truck—best one I have ever driven," commented the driver. "It's easy to drive, easy to get on and off and there's no clutch pedal. I have to move a lot of lumber in a day—this Clark truck makes it simple to do."

the wise selector routes it

SPECTOR

**Taking the things of America
where they're needed...
when they're needed**



YOURS FOR THE ASKING—(or have your gal Friday do it for you!) It's our new 5700 *Directory of Points Served* (that's fancy for Point List) and *Catalog of Transportation Services*—all in one beautiful, easy-to-use book. Bet it's one of the most complete and helpful ever to cross your desk. It lists our direct and indirect points (we've some 10,000 of 'em!) and their gateways. Has a cartographic dream of a map of our authority. It details our *Customized* operations, equipment, terminal and general services. All fact . . . useable fact. All to help you with your important shipping job.

YES IT'S FREE—Fill out and mail the coupon today!

Sales Department, Spector Freight System, Inc.
3100 South Wolcott Avenue, Chicago 8

Please send copies of the new Spector *Directory of Points Served*:

Firm _____

Address _____

City _____ Zone _____ State _____

Attention _____ Title _____

SPECTOR FREIGHT SYSTEM, INC.

CHICAGO 8

TERMINALS IN PRINCIPAL CITIES

Is Management Sold on the Role of Transportation in Your Firm's Distribution Effort? ... Really Sold!

by VAL J. WILLIAMS
Vice President, Sales
Spector Freight System, Inc.



ONE FORECAST FOR 1957 and the immediate business future is certainly shaping up according to the voice of its prophets: *American Management's* all-out campaign to improve profits.

The crusade for sales, better sales, intensifies daily. Management controls on budgets and the day-to-day costs of doing business are maintained with military vigil. "Sell more to amortize out our fixed costs . . . save more to retain more of our hard earned gross dollars," is management's double-barreled battle cry.

Most firms, yours, too, no doubt, are pretty well along in the development of their enterprise programming. Expansion plans have been well formulated and put into effect. Financing requirements have been provided for. Plant and production techniques have been well automatized. Executive and supervisory personnel is well along in development. Today the eyes of management turn to *distribution*, one of the remaining frontiers of significant "plus productivity" and cost reduction.

Informed marketing men tell us that the cost of distribution accounts for as much as 80% of the retail price of a product (distribution costs include those allocated to sales, merchandising, advertising, trade discounts, storage and transportation). You might find it interesting to check your own line of products and see what percent these costs take. But of even greater importance to you and your management is the percentage of *factory price* that goes into the distribution column. If your firm is typical it could run from 30 to 40 percent.

During the past three years, we have learned much about the needs and objectives of the traffic executive. In scores of Customer Conferences throughout the nation, we have become acutely aware of the increasing areas of distribution with which the typical traffic manager has become involved. And as his distribution responsibilities grow, his search for new and better ways of meeting his executive task expresses itself. Today's progressive traffic manager considers himself an integral member of his company's management team. He concerns himself with not only shipping, but with all of the many phases of his firm's activities: purchasing,

sales, packaging, quality control, etc. He meets and swaps ideas with his fellow executives, often, formally and informally.

One traffic manager tells of sitting down with his Sales Manager to discover that a seemingly perfect West Coast warehousing set-up could be replaced with direct LTL shipments. Despite a huge demand for the product (outboard motors) and a transportation cost borne by the customer, the two actually added a 2% bonus profit to the customer by this change. Delivery times were shortened and the direct cost and headache of making up special cars for warehouse routing was eliminated. Happy sales manager. Happy customers. Happy investors.

At another Customer Conference, we were told how the T. M. for one of our nation's leading can manufacturers (500 every 60 seconds per machine) made his Plant Manager's Christmas gift list, but good. Seems the Plant Manager wanted to talk to anybody and everybody who might have an idea on how to reduce mounting spoilage ratios. The two worked out a better way to bring the finished cans off the assembly line to their point of in-plant storage. They also devised a better method for loading cartons and bulk freight onto cars and trailers, greatly reducing the amount of in-transit knicks and dents.

Practically every traffic manager we spoke with works closely with his Purchasing Director. In doing so, they are more often than not able to work out a program to concentrate the firm's sources of supply both geographically and by in-bound schedule. Capital outlay for inventory is reduced, paper work is minimized, material flow improved.

Another important source, we were told, for constructive ideas and recommendations is found in suppliers to the traffic department: packaging people, business form houses, material handling purveyors. Many traffic managers tell us that they rely heavily upon these for data and ideas, particularly when new objectives and distribution projects are instituted.

Of these sources, you tell us, few are in a position to be more helpful than your carriers.

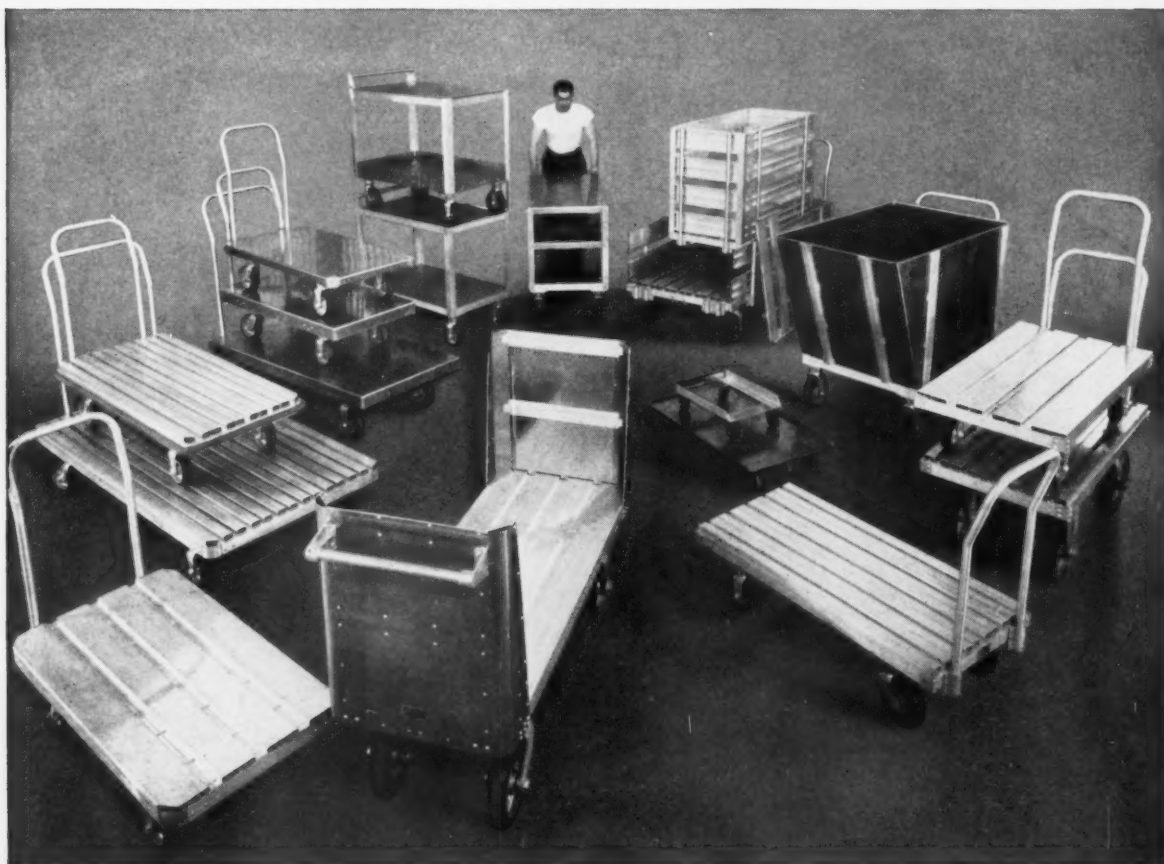
Today's forward-thinking common carriers, like yourself, are committed to a *total distribution* approach to their business relations. They know that distribution involves more than the selection and utilization of dependable motor carriage . . . more than the proper use of air, rail, water and pipeline transportation. They, like you, appreciate the importance of working in all areas of distribution from the flow of raw materials through fabrication and assembly, warehousing, jobbing, retailing and consumer use. They, like you, know that improvement in one area of activity may mean extravagance in another . . . that added expenditures in one may result in important savings in another. They know that their counsel and service to you involves counsel and service from product design to plant location . . . from shipping room layout to dealer shelving . . . from the scale of your freight allowances to the formation of a realistic transportation budget per cwt on your various commodities.

Yes, consult with your better carriers. You'll find them both willing and able to help you and your firm build more customers, more profitably.

Call upon them. Good things will happen if you do. And one of these good things is certain to be the better appreciation by your management of transportation's role in your *total distribution* effort.

...

Val J. Williams has been a member of Spector's management team since 1952 when he joined the company as Vice President, Equipment and Properties. Named to head Sales in early 1954, he is responsible for the development of the Spector Sales Production Plan which is recognized as one of the finest in American Industry. A graduate of Butler University and holder of a Masters Degree from the University of Michigan, Williams was voted the outstanding local president (Indianapolis) of the Junior Chamber of Commerce in 1951. He is currently active in scores of national industry and civic activities. Williams, 39, his wife Irene, and their seven children make their home in suburban La Grange, Illinois, where he is president of the Little League baseball, a member of the planning committee of the Boy Scouts of America and charter member of the La Grange Field Club.



Magcoa/Tobey lightweight aluminum trucks—

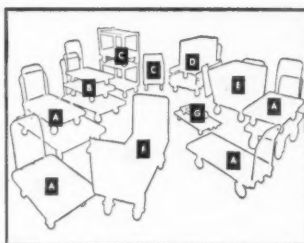
Made for special jobs... sold as standard equipment!

Magcoa/Tobey aluminum trucks solve all kinds of problems. Because we have a wide range of styles and sizes, chances are there is a *standard* truck to solve your *special* problem.

Most important of all, Magcoa/Tobey trucks save you money—are the most efficient and economical to operate. Lightweight aluminum construction completely eliminates cumbersome dead weight. Magcoa/Tobey trucks start, stop, and steer quicker and easier.

Revolutionary swivel casters provide free-swivel action under full load; increase efficiency, assure maximum maneuverability. Full range of caster sizes and wheels-and-tire types for every load and floor condition.

In short, Magcoa/Tobey trucks cut those truck costs which mean the greatest savings to you: the cost of *moving* the truck!



A. Flat bed trucks—extrusion decks—round or square corners—dozens of sizes. Tops in shock-absorbing flexibility.

B. Flat bed trucks—flush decks. The ultimate in lightness and freedom from crevices.

C. Multiple deck trucks—Masonite or sheet aluminum decks—many varieties and sizes.

D. Removable sides and ends, couplers, hitches and other standard accessories available on most styles.

E. Bin trucks and other enclosed designs as specified.

F. Fixed end trucks—for baggage handling and similar jobs.

G. Dollies and other specials.

There is something new in trucks. Get the full facts from the new Magcoa/Tobey Data File. It shows the dozens of types and hundreds of sizes available to help solve *your* special problem. No obligation. Use the handy coupon.

MAGNESIUM COMPANY OF AMERICA

TOBEY ALUMINUM DIVISION

East Chicago 3 Indiana
Representatives in Principal Cities

☐ Please send Magcoa/Tobey Data File

Name and title _____

Company _____

Address _____

City-Zone-State _____

Copyright, 1956, Magnesium Company of America

Circle No. 3 on Card, Facing Page 49, for more information

Look under the lightweight aluminum bed and . . .



see these free-swivel casters — another reason why Magcoa/Tobey trucks are easier to push

That 30" x 48" truck bed in the photo weighs a mere 45 lbs. . . yet it will support loads in excess of 3,000 lbs. But light weight is just part of the Magcoa/Tobey story—look at the casters, too! They are one more major reason why Magcoa/Tobey trucks are the easiest pushing, easiest steering trucks on the market. Think of the dollar savings this means.

The real cost of a truck is the cost of moving it! How much to move the average truck? Based on \$1.50 per man-hour plus overhead . . . probably at least \$3,000-\$4,000 a year. If you can save as little as 5% of that cost through increased efficiency—you save \$200 per man, per year, *every*

year. Magcoa/Tobey lightweight beds and heavy-duty casters assure you of that important 5% increase in efficiency . . . usually more.

These casters are different. Magcoa/Tobey swivel casters feature big, tapered roller bearings . . . placed at opposite ends of a long, large-diameter spindle for complete freedom from binding even under full load! A labyrinth seal retains lubricant, keeps dirt out—virtually eliminates maintenance. These are free-swivel action casters that give easier starting and steering, elimination of wobble . . . longer caster life.

Test and compare—Test a Magcoa/Tobey truck in your operation along with any other make of truck. Watch which truck your people grab first when they have a choice—Magcoa/Tobey every time. It's less work to push a Magcoa/Tobey truck—your people handle more loads in less time with less fatigue. You operate at a lower cost.

What's your problem? Name the "special" kind of truck you need; there's probably a Magcoa/Tobey standard truck to do the job. There

are over 100 styles and sizes for every type job from handling food to handling greasy industrial products. You get specialized equipment for specialized jobs . . . at standard equipment prices.

Send for a copy of the Magcoa/Tobey Data File. It gives full details and specifications . . . the complete Magcoa/Tobey cost-saving story. No obligation—just use the coupon below.

MAGNESIUM COMPANY OF AMERICA • TOBEY ALUMINUM DIV.

East Chicago 3, Indiana

Representatives in principal cities



Produced in Canada by Magcoa Limited,
277 Kipling Ave. South, Toronto 14,
Ontario. Phone: Clifford 1-1311

SUPERIOR DESIGN AND CONSTRUCTION

Big tapered roller bearings—spaced wide apart

Large-diameter spindle—not a skinny "king pin"

Available in a wide range of wheel sizes in most types—molded rubber tread, zero pressure, pneumatic and phenolic (plastic).



☐ Please send Magcoa/Tobey Data File

Name and Title _____

Company _____

Address _____

City-Zone-State _____

Copyright, 1957, Magnesium Company of America



OTIS ELEVATOR COMPANY, ALWAYS
THE LEADER IN VERTICAL MATERIALS
HANDLING, HAS TAKEN ITS FIRST
STEP TOWARDS LEADERSHIP IN
HORIZONTAL MATERIALS HANDLING.

THE BAKER-RAULANG COMPANY . . .

WORLD'S WORD FOR ELEVATOR QUALITY

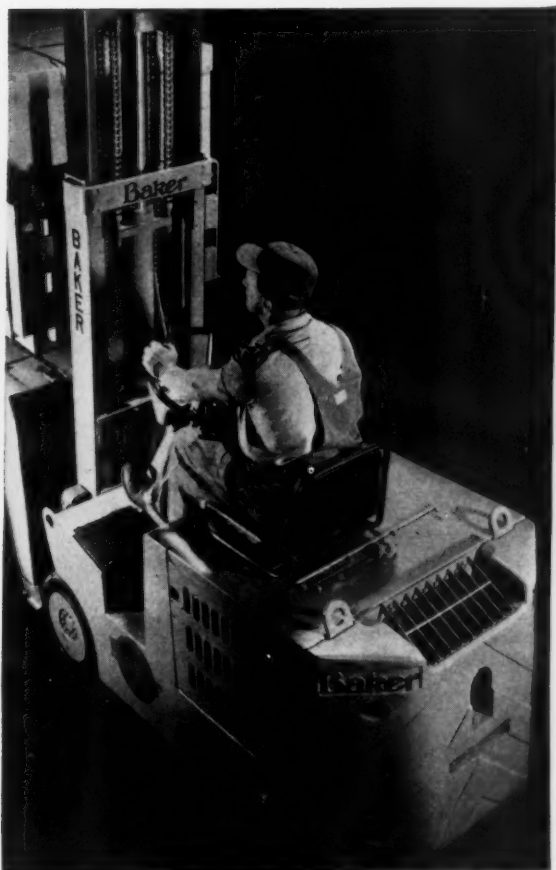


Among the products of The Baker-Raulang Company is the Traveloader, an entirely new concept in the field of mechanized handling of long, bulky loads. The Traveloader performs three distinct operations. It stacks like a fork truck, carries like a straddle truck, and delivers like a road truck. Gas or Diesel-powered Traveloaders are available in 6,000 to 30,000 pound capacities. A 4,000 pound capacity Electric-powered Traveloader with solid tires is available for indoor handling in narrow aisles.

OTIS has greatly expanded the engineering and research facilities of its recently acquired subsidiary, the **BAKER-RAULANG COMPANY**, Cleveland, Ohio. The product line has been broadened. It now includes a complete range of GAS and ELECTRIC Fork Trucks and an exclusive line of GAS and ELECTRIC side-loading Traveloader® Trucks, also Crane and Platform Trucks. You can now look to OTIS and BAKER for progress in horizontal materials handling.

... AN OTIS SUBSIDIARY, IS THE MAKER OF

Baker®
GAS AND ELECTRIC
industrial trucks



Baker's newest gasoline powered fork truck is available in many models, with capacities to 6,000 pounds. It features low initial cost, high lift, plus speed and economies of operation.



The battery-powered fork trucks in the Baker line range in capacity from 1,000 to 15,000 pounds. Baker was a pioneer in materials handling and has been producing electric industrial trucks for more than 35 years.

Circle No. 5 on Card, Facing Page 49, for more information

AGE OF DISTRIBUTION



TOLEDO, PEORIA & WESTERN RAILROAD COMPANY

FELLOW MEMBERS OF THE DISTRIBUTION SYSTEM:

Let's face facts. T. P. & W. is visiting you in DISTRIBUTION AGE purely and simply to sell . . . to sell by offering benefits to you in the form of our already well known services, as well as new ones that are constantly being developed.

There is logic in this, because we have found that people *do* buy when they find out about T. P. & W.'s unique position in the world's distribution system. They buy when they learn of our "time cushion," our by-passing of big-city congestion, our well-earned nickname of "Transcontinental Peoria Way." They buy—today—*four times* as much as a short eight years ago.

In future issues you will read also of our philosophy of living on peaceful terms within the structure of existing laws. We may feel that there are inequities in some laws. We may support associations that seek to change them through greater public knowledge of basic transportation truths.

Yet, we cannot exist today on next year's legislation. We are, and always must be, primarily a distribution service agency. Our major thoughts and efforts, therefore, are spent on constructively improving our position in this "Age of Distribution," through the improvement of our service in time, dependability, cost and flexibility.

Understanding this philosophy, you will not be surprised to learn that we built a coal dock to load barges on the Mississippi River, or that other types of docks are presently contemplated. Or that, during 1956, three firms* acquired T. P. & W. industrial land and began building warehouses which will also be served by trucks. Or that Olin Mathieson Chemical Corp. will soon begin construction in one of our Industrial Districts which will be served by all of the Big Three—rail, barge and truck.

We're happy to be with you and a part of you in this, the "Age of Distribution." May our visits with you on this page prove to be of mutual benefit. Call us at any time, either to ask for or to give us information.



J. Russel Coulter

J. Russel Coulter
President

*Georgia Pacific Corporation, The Great Atlantic and Pacific Tea Co., General Warehouse and Transportation Co.



How A. O. Smith Corporation makes a "Diagonal Tie" with USS GERRARD Round Steel Strapping

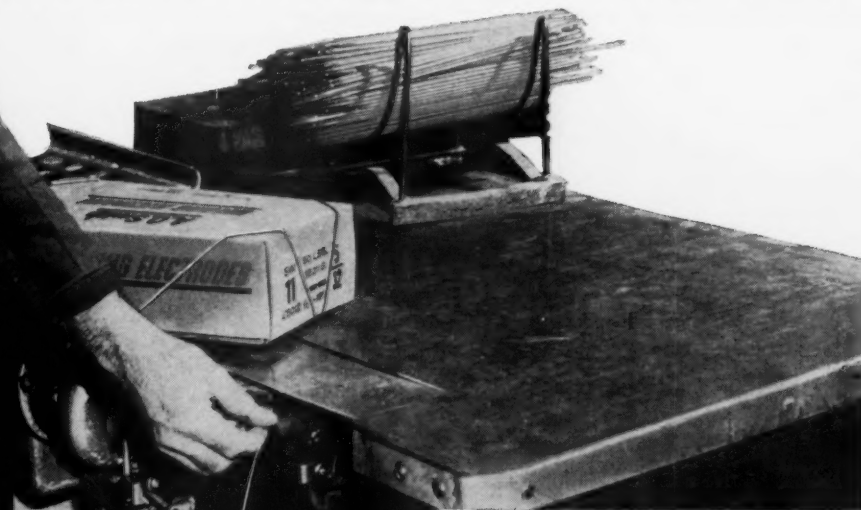
This unique diagonal tying method was designed by the Plant Superintendent of the Welding Products Division, A. O. Smith Corporation, Milwaukee, Wisconsin, in cooperation with a USS Gerrard sales representative.

Intricate-looking enough to be nicknamed the "Diagonal Tie," the method is actually very simple and has proved ideal for securing corrugated boxes of welding electrodes. The USS Gerrard Round Steel Strapping not only acts as a perfect closure but reinforces the box so that it will not tear when one end is lifted. In addition to preventing box dam-

age and lost pieces, the "Diagonal Tie" makes a very favorable impression on customers.

The "Diagonal Tie" is made on the Gerrard Model Q Semi-Automatic Machine. A. O. Smith's Welding Products Division has been using USS Gerrard Steel Strapping for over ten years.

You, too, can receive the time- and money-saving advantages that USS Gerrard has to offer. No matter what your packaging-shipping problem is, we'll come up with a practical solution. Contact a USS Gerrard Sales representative for any help you need.



THE DIAGONAL TIE

NEW CATALOG—HOT OFF THE PRESS!

36 pages of photographs, description, facts and figures on all USS GERRARD Steel Strapping and associated equipment.

GERRARD STEEL STRAPPING DIVISION, UNITED STATES STEEL CORPORATION
GENERAL OFFICES: CHICAGO, ILLINOIS

GET THIS CATALOG NOW

Gerrard Steel Strapping Division
United States Steel Corporation
4731 South Richmond St., Chicago 32, Ill.

Please send me, free of charge, the new 36-page GERRARD Blue Book of Packaging.

Name Title

Company

Address

City State

☐ Have Salesman Call

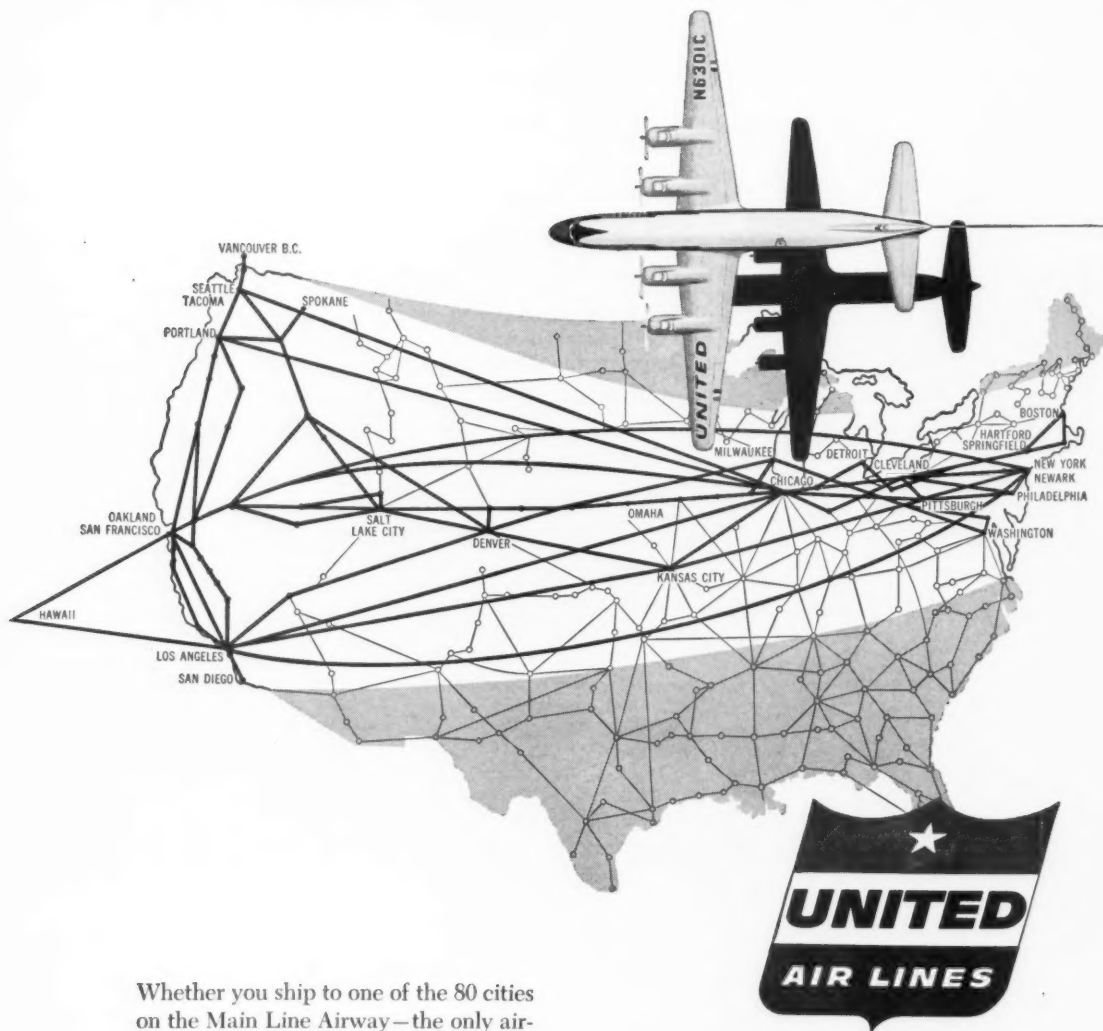
☐ Literature only

USS GERRARD
Round and Flat **STEEL STRAPPING**

UNITED STATES STEEL



Your Air Freight Line to Everywhere



Whether you ship to one of the 80 cities on the Main Line Airway—the only airline route linking the East, the great Midwest, all the Pacific Coast and Hawaii—or to any other point in the nation or the world, ship United!

United's Reserved Air Freight (space cleared and held for your shipment on *any* United flight), frequent schedules, single airbill and door-to-door delivery service all help to speed your shipment and simplify your shipping.

Whenever you ship, wherever you ship, call United first!

Examples of United's low Air Freight rates

	per 100 pounds*
CHICAGO to CLEVELAND	\$4.78
NEW YORK to DETROIT	\$5.90
DENVER to OMAHA	\$6.42
SEATTLE to LOS ANGELES	\$9.80
PHILADELPHIA to PORTLAND	\$24.15
SAN FRANCISCO to BOSTON	\$27.00

*These are the rates for many commodities. They are often lower for larger shipments. Rates shown are for information only, are subject to change, and do not include the 3% federal tax on domestic shipments.

For service, information, or free Air Freight booklet, call the nearest United Air Lines Representative or write Cargo Sales Division, United Air Lines, 36 South Wabash Avenue, Chicago 3, Illinois.

SHIP FAST . . . SHIP SURE . . . SHIP UNITED



NEWS

Research and Training Program To Be Studied at NFWA Meeting

Interest will be directed toward research and training when the National Furniture Warehousemen's Association holds its March 17-22 Annual Meeting in Palm Beach, Fla.

Progress of The National Moving and Storage Technical Foundation in implementing the NFWA Master Plan for Expansion will be discussed. In connection with this program, Dr. H. A. Leedy, vice president and director of Armour Research Foundation of the Illinois Institute of Technology, will speak on "What Research Can Do for This Industry."

Other speakers will include Edward D. Breault, manager of the Sky-Van Division of Slick Airways, who will discuss air transportation of household goods, and Luther P. Waring, president of American Storage Co., Washington, D. C., who will discuss financing new buildings.

The 1957 Spring Meeting of the Fibre Box Association will be held at the Ambassador Hotel, Los Angeles, Cal., April 11-12.

Transportation Week

The week of May 12 has been designated National Transportation Week, according to an announcement by Frank L. O'Neill, president of the Associated Traffic Clubs. One day of the week, Friday, May 17, has been set aside as National Defense Transportation Day.

Transportation Association of America Seeks Tax Relief; Re-elects Officers at Annual Meeting

The Transportation Association of America, meeting in Chicago last month, adopted a resolution calling for repeal of the federal tax on transportation. The resolution called attention to the almost universal opposition to the excise taxes, and pointed out that loss of revenue through repeal would be offset by income tax gains.

—DA—

Changed Carrier Definition Asked by ICC in Draft Bill

The ICC, on February 8, sent to Congress a draft bill to revise the definition of contract carrier by motor vehicle in Section 203 (a) (15) of the Interstate Commerce Act.

Under the proposal, Section 209 (b) would be amended to limit the person or persons and number or class of persons for which a contract carrier by motor vehicle may lawfully perform transportation services without additional authority.

—DA—

"Blueprint for Tomorrow" will be the theme of the 1957 annual meeting of the Folding Paper Box Association. The meeting will be at the Drake Hotel, Chicago, April 1-4.

—DA—

Pallet Group Approves Trade Promotion Program

An expanded trade promotion program for 1957 was approved by the National Wooden Pallet Manufacturers Association during their 10th Semi-Annual Meeting in Hollywood, Fla. A budget increase, to support this program, was also approved.

Officers re-elected were: George P. Baker, professor of transportation at Harvard, president; James L. Madden, vice president of the Metropolitan Life Insurance Co., chairman of the Board; F. O. Prior, president of Standard Oil Co. of Indiana, corporate vice president, and H. F. Hammond, executive vice president. Richard L. Bowditch, president of C. H. Sprague & Co., was elected a corporate vice president.

A highlight of the meeting was a panel discussion presented by the chairmen of three major federal government regulatory bodies. They were: Owen Clarke, chairman of the ICC; Clarence G. Morse, chairman of the Federal Maritime Board, and James R. Durfee, chairman of the Civil Aeronautics Board.

—DA—

Brief on Demurrage Filed With ICC by Traffic League

The National Industrial Traffic League on February 15 filed with the ICC an 83-page brief in I&S Docket No. 6646—Increased Demurrage Charges, 1956.

The League requested that the examiner recommend 27 specific findings of fact and that the Commission adopt six conclusions.

(Please Turn Page)

Chuting the News . . .

(Continued from Preceding Page)

ICC Renews Opposition to Railroad Effort for More Rate-Making Freedom; Urges Protection of Carriers

The Interstate Commerce Commission has renewed its opposition to railroad efforts to get more rate-making freedom but, at the same time, has urged Congress to act to protect the public carriers from gradual "erosion" of their traffic.

In its 70th annual report to Congress, the Commission said that public transportation generally is a sound, progressive and profitable business. However, "a process of erosion" has been taking "a gradual and persistent toll" for some years.

The Commission expressed concern over the increasing competition faced by rail and motor common carriers from exempt and private carriers, and noted that although the railroads are handling a larger volume of traffic, their percentage of the total has declined.

"We see the central problem as one which involves the future of carriers which provide a public type of transportation as contrasted with transportation of the type which is limited to an individual shipper," the Commission said.

Legitimate private transportation is not amenable to regulation except as to safety, the report continued. Some of the trouble, according to ICC, stems from transportation not legitimately private in nature, together with that provided by exempt carriers. To the extent that these troubles are amenable to control through legislation, the Commission urged consideration of the problems:

"1. The increase in the scope of the agricultural commodity exemption through interpretations by the courts. We believe these interpretations carry the exemption far beyond what Congress intended.

"2. The inequality arising out of the payment by for-hire carriers of the special tax on the

transportation of persons and property.

"3. The increasing use of private transportation which is in part due to tax inequality.

"4. The narrowing of the zone of operations between contract and common carriers.

"5. The use of transportation service by the Government at reduced rates under section 22 of the act."

—DA—

Defense Official to Oppose Abolition of Section 22

A Defense Department spokesman recently predicted that the Weeks Report recommendations dealing with reduced freight rates on government traffic again will be considered by Congress. He said his agency will oppose complete abolition of Section 22.

Earl B. Smith, director of transportation and logistics, speaking before the National Motor Freight Traffic Association, in Washington, acknowledged that there are definitely bad features of Section 22 as now written which need modification.

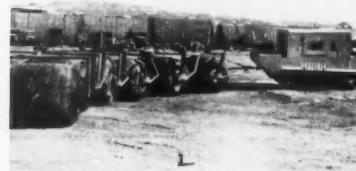
—DA—

Regional Directors Appointed by SIPMHE

E. C. Griepenkerl, of Packaging Industries, Limited, Inc., has been named eastern regional director of the Society of Industrial Packaging and Materials Handling Engineers.

The announcement was made by Earl B. Candell, the Society's chairman of the Board. Regional directors re-appointed for 1957 are: A. M. Lownsbury, Railway Warehouses, Inc., Cleveland, for the Mid-Continent area, and C. Lippman, Columbia Geneva Division, United States Steel, San Francisco, Western area.

Fuel Transporters



Lined up behind the M-29 Weasel above are six rolling fluid transporters tested by the Army for field distribution of liquids. These containers, made of rubber and built to carry 500 gal each, were put through trials on the Greenland ice cap. They are expected to save the Army considerable vehicular space in distributing fuels in the field

MHI Committee Chairmen Appointed by President

Chairmen of The Material Handling Institute's ten committees were announced recently by President George G. Raymond, Jr., of The Raymond Corporation.

Heading the five committees in the membership field, under general leadership of Vice President R. L. Fairbank, of Towmotor Corporation, will be:

George Greenberger, Sage Equipment Co., Membership; Roland Whitehurst, Exide Industrial Division, The Electric Storage Battery Company, Exposition; E. W. McCaul, Jervis B. Webb Company, Exposition Technical Sessions; Frank P. Minnelli, The Yale and Towne Manufacturing Company, Statistics; and David H. Cissna, Ingersoll Kalamazoo Division, Borg-Warner Corporation, Social Committee.

Second Vice President Eugene Caldwell, of Hyster Company, will coordinate committees in the market field. Chairmen of these will be:

C. L. Fell, The American Monorail Co., Educational; W. G. Rey-croft, The Bassick Company, Professional Society Cooperation; J. G. Bucuss, Acme Steel Products Division, Acme Steel Company, Management Group Cooperation; Ward E. Duchene, Heppenstall Company, Public Relations; D. H. Bitney, Union Steel Products Company, The College-Industry Committee on Handling Education.

Safe Driving Award



Western Express Co., Cleveland, Ohio, was presented this President's Trophy by Transportation Underwriters, Inc., at a recent award luncheon in Erie, Pa., in recognition of 1,019,001 consecutive accident-free miles

New Hoboken Piers



The Hoboken Port Authority has completed an \$18-million marine terminal construction and modernization program. Two new cargo piers have been added and Pier B rehabilitated for cargo-passenger use. The headhouse also was improved

Legislative Line-up

Following is a brief summary of legislative items pending in Washington. The status reported is as of February 14.

FOREIGN FREIGHT FORWARDERS—No hearings are listed yet by the House Merchant Marine Committee on HR 479, to require licensing of foreign forwarders by the Federal Maritime Board.

GOVERNMENT COMPETITION—HR 1975, calling for a federal policy on the extent of government competition with private business, is before a House Government Operations subcommittee.

POSTAL RATES—Proposals by the Post Office Dept. for a 5¢ rate on letter mail were awaited on Capitol Hill.

SECONDARY BOYCOTTS—No hearings on S. 76, to eliminate secondary boycotts and "hot cargo" contracts, have been scheduled by the Senate Labor Committee.

SOCIAL SECURITY—HR 239, to permit combining of social security and income tax reporting by businessmen, is not yet listed for hearings by Ways and Means Committee.

TRUCK ROUTES—House Commerce Committee has scheduled no hearings on HR 1066. The bill would require common carrier truckers to set up "reasonable" through routes and joint rates and charges with other common carriers.

TRANSPORT POLICY—Both the House and Senate Commerce Committees await word from the U. S. Commerce Dept. on proposals to alter the national transportation policy.

—DA—

Wooden Box Assn. Holds Election of Officers

Thomas Munroe, president and treasurer of the Moraine Box Co., was elected president of the National Wooden Box Association during its 58th Annual Meeting in Boca Raton, Fla.

F. B. Joy, of Ace Box Co., was elected a vice president while the following were re-elected to office:

Arthur Temple, Jr., Temple Associates Box Factory, vice president; John M. Nelson, 3rd, The Nelson Company, vice president; C. D. Hudson, Washington, D. C., executive vice president; H. R. Hudson, Washington, D. C., secretary; and P. John Galbraith, Philadelphia, Pa., treasurer.

(Please Turn Page)

Materials Handling Conference and Exposition Scheduled for April 29-May 3 in Philadelphia

Thirty-two industry experts will lead discussions at this spring's 7th National Materials Handling Conference. The American Material Handling Society sponsors the Conference. The Conference will be held in conjunction with the National Materials Handling Exposition at Convention Hall, Philadelphia, April 29-May 3. The show is produced by Clapp & Poliak, Inc.

In keeping with the concept of the show, where more than 100 types of materials handling equipment will be demonstrated under simulated plant conditions, the Conference will emphasize systems of handling, rather than any particular type of equipment. Both the show and Conference have as their theme, "Materials Handling, Key To Automation."

About 250 companies will exhibit.

The Conference will open with a discussion of the trend of automatic handling and will close with a consideration of the needs for greater emphasis on handling in the years ahead. Among topics to be discussed are new perspectives in manufacturing under automatic handling, the new look in shipping, eliminating warehouses, organizing a handling program, the effect of handling systems on plant design and layout, selecting

and buying handling equipment, as well as getting maximum usage from it, and enlisting cooperation from plant personnel in the handling program.

—DA—

Change of ICC Procedure Asked by Traffic Group

The National Industrial Traffic League on February 11 asked the ICC to modify its procedural order of January 16 to permit oral hearings when necessary.

The NITL petition points out that the present schedule does not allow for any oral hearing of testimony in chief and "incorrectly presumes that any and all testimony for protestants can be adequately prepared in written form."

—DA—

Non-Profit Shippers Meet

The National Conference of Non-Profit Shipping Associations, Inc., conducted its First Annual Meeting last month in Washington. C. B. Culpepper, general manager of the Atlanta Freight Bureau, was re-elected president. Also elected were Dean Gallagher, of Norma, Inc., vice president, and H. F. Zimmerman, of the Freight Shippers' Association of Minneapolis, secretary.

Chuting the News . . .

(Continued from Preceding Page)

375 Exhibits Are Expected for AMA Packaging Show; Conference to Study Quality, Cost, Design, Testing

More than 375 exhibits, covering about three acres of Chicago's International Amphitheater, are scheduled for the American Management Association's 26th Annual National Packaging Show and Conference to be held April 8-11.

Some 30,000 packaging, production, and marketing executives are expected to attend the show. The conference, to be held at the Palmer House from April 8-10, will attract an estimated 1,000 specialists in packaging, shipping, traffic management, materials handling, and merchandising.

Conference registrants will be able to attend both events since sessions are being held only on mornings.

A. C. Nielsen, Jr., executive vice

president, A. C. Nielsen Co., Chicago, will open the conference with an analysis of packaging's dominant position in today's consumer market. Dr. Harry C. Trelogan, director, Marketing Research Division of the Agricultural Marketing Service, U. S. Department of Agriculture, will speak on packaging of perishable products.

Panels will discuss quality and cost control, industrial packaging, and package design and testing.

—DA—

The 1957 Spring Executive Conference of National Truck Leasing System will be held at the Americana Hotel, at Bal Harbour, Miami Beach, March 27-31.

Club Briefs

Charles L. McCoy, assistant general freight traffic manager of the Canadian National Railways, Montreal, spoke at a joint meeting of the two St. Louis chapters of the Delta Nu Alpha Transportation Fraternity and the St. Louis chapter of the Association of Interstate Commerce Commission Practitioners last month.

The Industrial Traffic Managers Association of Baltimore held a Claim Symposium at regular meeting, February 25.

Miss Virginia Colombo, recent ATC Essay winner, was elected president of the Women's Traffic Club of San Francisco.

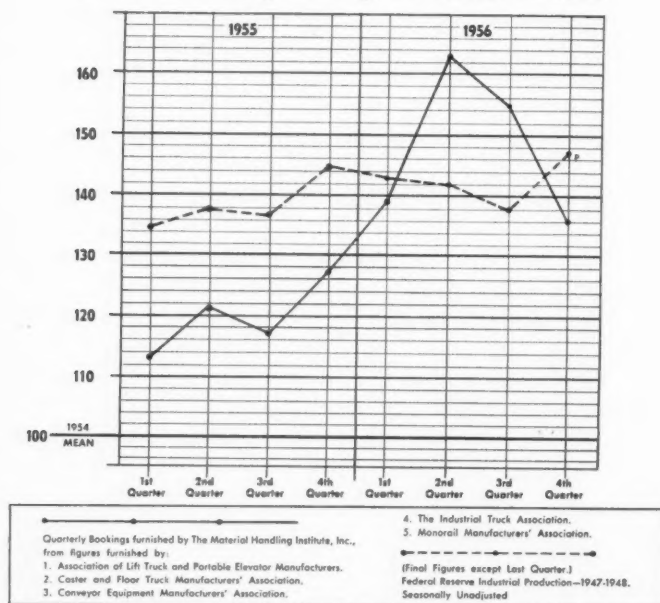
Ben Colman, national vice president of the National Defense Transportation Assn., spoke on the value of his association to an industrial city at a recent meeting of the Los Angeles Transportation Club.

Mr. John Sozzio, traffic manager of Theobald Industries, presided at the recent meeting of the Delta Nu Alpha Transportation Fraternity, Newark Chapter.

A moderated panel discussion "Should Transportation Agencies Subject to Regulation Have Greater Freedom in Rate Making?" was held at the monthly meeting of the Traffic Club of Syracuse.

—DA—

Material Handling Bookings Set Record in 1956



Materials handling equipment manufacturers reported higher bookings in 1956 than in any previous year according to The Material Handling Institute's Quarterly Bookings Index. Fourth quarter bookings decreased 21 per cent from third quarter bookings. However, the total average bookings for 1956 were 27 per cent higher than the total average bookings for 1955. Average bookings for 1956 were 148.4 as compared with total average bookings of 121.46 in 1955

News Briefs

A closing date of March 25 has been set for entries in the Fifth Annual Clark Equipment Co. Award Contest for members of the American Materials Handling Society and college students studying materials handling.

The appointment of Colonel J. R. Messersmith as Regional Director, Eastern Traffic Region with headquarters in Pittsburgh, Pa., has been announced by the Military Traffic Management Agency.

"Every employee is a salesman" will be the theme of the 1957 Spring Meeting of the Customer Relations Council of the ATA scheduled for March 31 to April 3 at the Buena Vista Hotel, Biloxi, Miss.

Erie Railroad's expanding piggyback freight service will be opened to common carrier truckers for movement of their trailers between Chicago and Boston under a new agreement now in effect. The expanded service will be offered through Piggy-Back Service Corp., acting as agent for the railroad, who will solicit trailer loads of freight from truck lines for movement by rail instead of over the highway. The New Haven will participate with the Erie in these movements.

Coming Events

- Mar. 17-22—National Furniture Warehousemen's Assn., 36th Annual Convention, Biltmore Hotel, Palm Beach, Fla.
- Mar. 18-21—The Society of the Plastics Industry, Inc., Annual National Conference and Pacific Coast Plastics Exposition, Hotel Biltmore and Shrine Exposition Hall, Los Angeles.
- Mar. 27-31—National Truck Leasing System, Spring Executive Conference, Americana Hotel, Bal Harbour, Miami Beach, Fla.
- Mar. 31-Apr. 3—Customer Relations Council of the ATA, Spring Meeting, Buena Vista Hotel, Biloxi, Miss.
- Mar. 31-Apr. 4—Folding Paper Box Assn. of America, Annual Meeting, Drake Hotel, Chicago.
- Apr. 1-5—American Warehousemen's Assn. (Merchandise Division & NARW) 66th Annual Convention, Chalfonte-Haddon Hall Hotel, Atlantic City, N.J.
- Apr. 8-11—American Management Assn., 26th National Packaging Exposition, International Amphitheater, Chicago.
- Apr. 9—The Material Handling Institute Spring Membership & Directors Meetings, Edgewater Beach Hotel, Chicago.
- Apr. 9-11—Caster & Floor Truck Mfrs. Assn. Meeting, LaSalle Hotel, Chicago.
- Apr. 11—Assn. of Lift Truck & Portable Elevator Mfrs., Spring Meeting, Edgewater Beach Hotel, Chicago.
- Apr. 25-27—California Moving & Stge. Assn., El Mirador Hotel, Palm Springs, Cal.
- Apr. 26-27—Material Handling Equipment Distributors Assn., Annual Convention Meeting, Chalfonte-Haddon Hall Hotel, Atlantic City, N.J.
- Apr. 29-May 3—7th National Materials Handling Exposition & Conference, Convention Hall, Philadelphia.
- May 2-3—Fibre Drum Mfrs. Assn., Annual Meeting, Commodore Hotel, New York City.
- May 5-9—The Operations Council, ATA, Annual Meeting, Hotel Commodore, New York.
- May 13-16—Canadian Warehousemen's Assn., 40th Annual Convention, Harrison Hot Springs Hotel, Harrison Hot Springs, British Columbia.
- May 15-16—Association of Interstate Commerce Commission Practitioners, National Meeting Conrad Hilton Hotel, Chicago.
- May 22—Freight Loss and Damage Prevention Section, Assn. of American Railroads, Annual Meeting, Chateau Frontenac Hotel, Quebec, Can.
- June 16-29—Material Handling Training Conference, 4th Annual Meeting, Industrial Management Center, Lake Placid, N.Y.

Shippers Advisory Boards

- Mar. 14-15—Pacific Northwest, Salem, Ore.
- Mar. 19-20—Allegheny, Pittsburgh, Pa.
- Mar. 19-20—Ohio Valley, Columbus, Ohio
- Mar. 20-21—Pacific Coast, San Francisco, Cal.
- Mar. 26-27—Great Lakes, Detroit, Mich.
- Mar. 28-29—Trans-Mo-Kansas, St. Louis, Mo.

Shipper-Motor Carrier Conference

- May 14-15—Middlewest Shipper-Motor Carrier Conference, 18th Regular Meeting, Congress Hotel, Chicago.

for **DEPENDABLE** **STORAGE**

*safe and
sound*



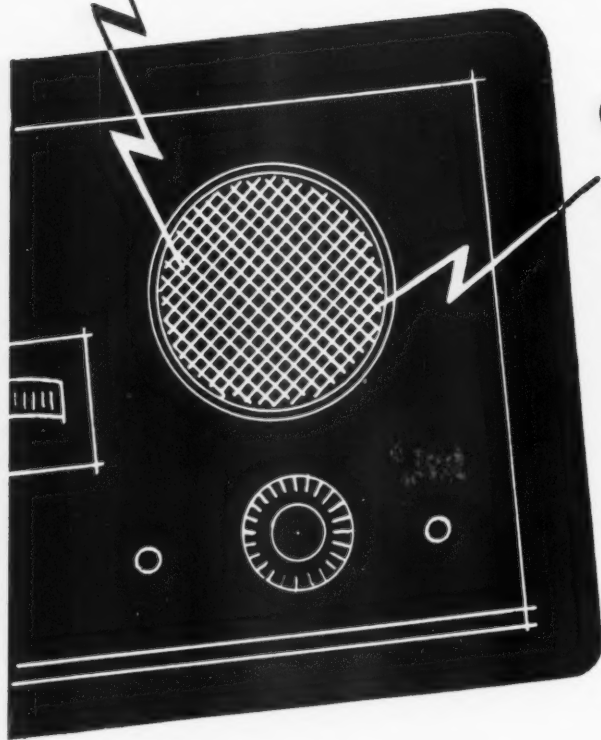
CALL YOUR ALLIED MOVER ... he's the No.1 Specialist

Ask your Allied Mover for a copy of "Before You Move." See the yellow pages of your phone book, or write Allied Van Lines, Inc., Broadview, Illinois.



ALLIED VAN LINES • WORLD'S LARGEST LONG-DISTANCE MOVERS

ELECTRONIC COMMUNICATION



GUARDS AND
EXPEDITES
YOUR FREIGHT
SHIPMENTS

on the

U.P.

for dependable service call

UNION PACIFIC RAILROAD

Omaha 2, Nebr.

New Highway Administrator



The new Federal Highway Administrator, Bertram D. Tallamy, is shown with hand upraised as he takes the oath of office. The post had been held temporarily by John A. Volpe, of Massachusetts. Shown at left as he administers the oath is Sinclair Weeks, U. S. Commerce Secretary. At center is Carlton Hayward, director of personnel management for the Commerce Department

Traffic

Kenneth L. Vore—Appointed assistant vice president, traffic, United States Steel Corp., New York City. He was former director of Transportation for the Department of Defense.



Warren E. Novak—new traffic manager for Fairmont Foods Co., Omaha, Neb.

William M. Rodgers—promoted to manager of traffic at Radio Corp. of America, International Div., Clark, N. J.

William Jay Hoover—appointed manager of technical services, by Corn Industries Research Foundation Inc.

Richard A. Gosline—appointed western traffic manager, Rilco Laminated Products, Inc., Tacoma, Wash.



Joseph J. Dolginko—named assistant traffic manager, Kentile, Inc., Brooklyn, N. Y.

Colonel J. V. Rathbone, Jr.—appointed regional director, Southeastern Traffic Region with headquarters in Atlanta and **Colonel Ervin D. K. Hoehne**—regional director, Central Traffic Region with headquarters in St. Louis, Military Traffic Management Agency.

Men in the News

Stephen Durniak—named assistant traffic manager, National Electric Products Corp., Pittsburgh, Pa.

Robert M. Tyrie—appointed traffic manager, rates and services, Union Barge Line Corp., Pittsburgh.



Clem W. Gottschalk—elected vice president, Jones & Laughlin Steel Corp., Pittsburgh, Pa.



Glenn E. Minear—named general traffic manager for The Maytag Co., Newton, Iowa.

E. J. Lukas—appointed manager of the export department, Organic Chemicals Div., American Cyanamid Co., New York City.

Transportation—Air

John W. Birch—appointed director of station operations and **General Aubry Lee Moore**—director of international operations, Slick Airways, Inc., Dallas, Tex.

—Highway

Richard H. Heberling—appointed vice president of operations, Trailmobile, Inc., Cincinnati.

Joseph W. Watson—promoted to general traffic manager of Motor Freight Express, Inc., York, Pa.

Donald P. Kipp—new president; **Edward S. Kramer**—becomes chairman of the board; **Charles Rodgers**—new secretary and assistant to the president, of Kramer Bros. Freight Lines, Inc., Detroit.

—Rail

The following directors were elected at the 130th annual meeting of the Baltimore and Ohio Railroad: **Roy E. White**, chairman of the Board of the B & O; **John D. Biggers**, chairman, Libbey-Owens-Ford Glass Co., Toledo; **Howard Bruce**, chairman, Executive Committee, Worthington Corp., Baltimore; **J. Hamilton Cheston**, president, The Delaware and Bound Brook Railroad Co., Philadelphia; **James D. Cunningham**, president, Republic Flow Meters Co., Chicago; **Richard R. Deupree**, chairman of the board, The Proctor and Gamble Co., Cincinnati;

Also, **F. Abbot Goodhue**, member, Trust Advisory Board, The Chase Manhattan Bank, New York City; **Edmund L. Grimes**, president, Commercial Credit Co., Baltimore; **Richard Harte**, president, Ames Shovel & Tool Co., Parkersburg, W. Va.; **Arthur W. Steudel**, president, The Sherwin-Williams Co., Cleveland; **John C. Traphagen**, chairman, The Bank of New York, New York, and **Howard I. Young**, president, American Zinc, Lead and Smelting Co., St. Louis.

ATA Rodeo Winners



Top winners in ATA's 16th annual National Truck Rodeo, were (left to right) **Leland H. Hellestad**, Milwaukee; **William Metsch**, Chicago; and **Everal E. Kirby**, Peninsula, Ohio. ATA Managing Director **John V. Lawrence** is at the far right. Hellestad won in the straight truck division. Metsch took the single-axle semi-trailer group. Kirby, winner in the tandem-axle, semi-trailer class, also won the sportsmanship trophy

The Only 100 Million Mile V-8

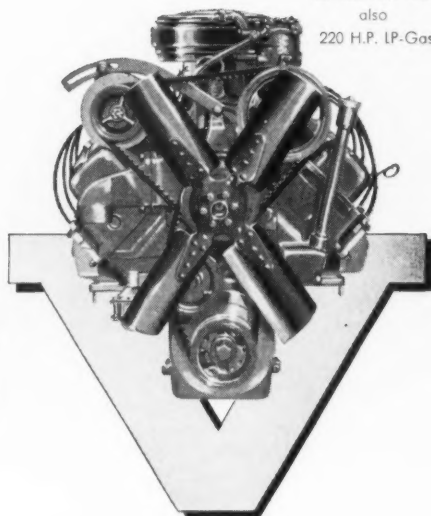
PROVED IN OVER 100 MILLION TRUCK MILES

- No beefed up passenger car engine matches Reo's bigger payload power.
- No "laboratory tested" engine matches Reo's proved performance record.
- No other truck manufacturer matches Reo's 100,000 mile warranty.

Designed, Engineered and Built by REO ...
Tested by Truckers, and Backed by
REO'S 100,000 MILE WARRANTY

207-235 H.P. Gas
also
220 H.P. LP-Gas

REO BIG



REO MOTORS, INC.

LANSING 20, MICHIGAN • TORONTO, ONTARIO

SUBSIDIARY OF BOHN ALUMINUM AND BRASS CORPORATION

Circle No. 7 on Card, Facing Page 49, for more information

L-S**ELECTRICS FOR LIFT TRUCK SAVINGS****Imagine!**

only 53¢ a day to run an L-S model J!

At National Cold Storage Company, Brooklyn . . . a fleet of 12 L-S Model "J" Electrics helps move up to 1 million pounds of freight daily . . . makes use of every valuable cubic foot of refrigerated space — yet costs only 53¢ per truck a day to operate and maintain*!

The Model "J" is clean, silent, fumeless to operate. Ideal for indoor work, this rugged, compact L-S Electric weighs only 4100 lbs. . . works safely *inside* elevators . . . easily clears 6'0" doorways . . . gives stable high lifts in 7' aisles. Moreover, it right-angle stacks 2000 lb. 48" long loads in areas impossible for bulkier gas-powered trucks.

Exclusive 'lubricated-for-life' design, and no under truck adjust-

ments keep downtime and maintenance costs to the minimum. Year after year, Lewis-Shepard Electrics (like the Model "J" above) cost far less . . . outperform and outlast by far comparable gas trucks. Write for complete facts. Use the coupon below.

*Average cost for operating and maintenance, including battery charging

L-S**LEWIS-SHEPARD®**

The most complete line of materials handling equipment anywhere

163 Walnut St., Watertown 72, Mass.

The "MASTER" Line

Please send: ☐ L-S Model "J" Catalog 33☐ Gas vs. Electric Cost Comparison

Name

Company

Address

City

State

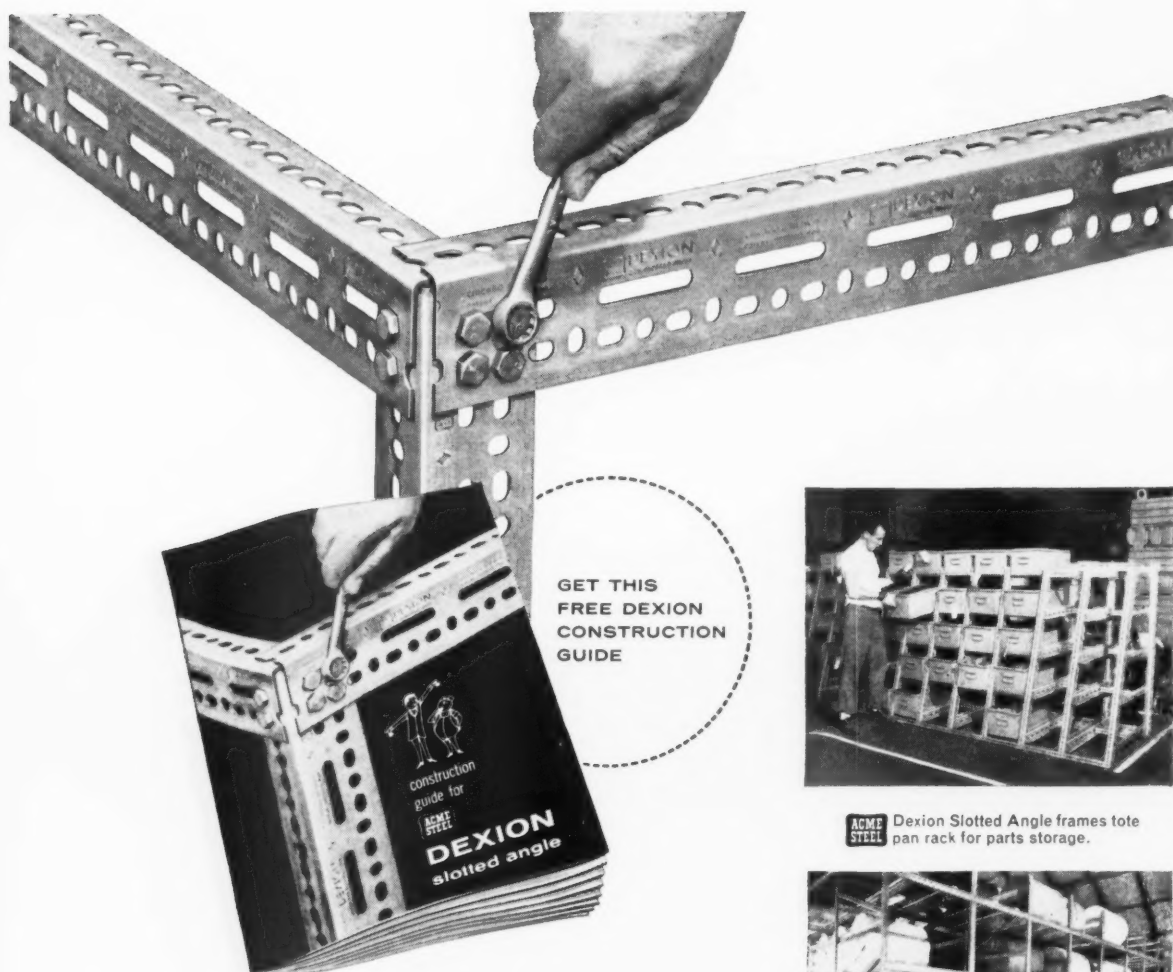
Here are cost figures from typical satisfied L-S users:

- West Coast Cannery, operating 14 trucks, report average cost of \$135 a year for L-S Electrics, as against \$525 a year for gas trucks. During a 10-year period, complete operational costs of Lewis-Shepard electrics is 1/4 that of gas-driven trucks.
- East Coast Refrigerated Ware-

house, working 9 trucks in refrigerator rooms at zero to 5° above, reports a part replacement cost of only \$62.49 a year for all 9 trucks.

- Large Southern carrier operates L-S Electrics at \$8.18 per month, per truck on a 3-shift-per-day basis, every day!

Circle No. 8 on Card, Facing Page 49, for more information



Cut your costs with **ACME STEEL** Dexion Slotted Angle

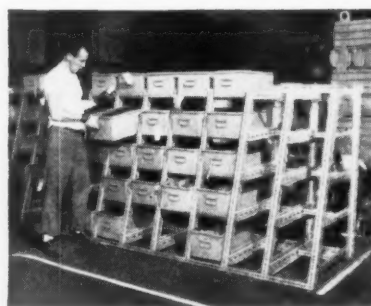
the Idea framing material for all installations

Frame whatever plant equipment you may need, including electrical installations, more easily, quickly and at reduced costs with Acme Steel Dexion Slotted Angle.

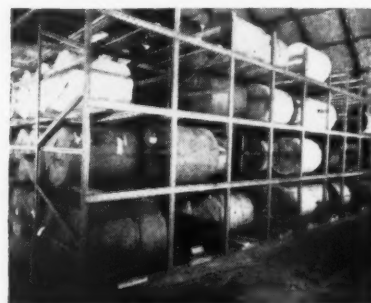
Dexion Slotted Angle measures, cuts and bolts together at the job site. Light and compact, Dexion Slotted Angle is packaged in 10-length units, complete with nuts and bolts.

For any kind of framing, Dexion Slotted Angle slot and hole patterns always match up, a special feature whether for custom building storage racks or hanging and installing electrical equipment. And strength factors allow stable, safe frameworks for holding hundreds of pounds. A wrench and the portable Dexion Cutter are the only tools needed. No drilling or welding . . . merely cut and bolt the pieces together to your exact specifications.

Cold-rolled, galvanized steel Dexion Slotted Angle is available in two sizes—standard and heavy duty. And it is completely reusable. A free Idea copy of the "Dexion Construction Guide" is yours for the asking. Just write Dept. DBD-37, Acme Steel Company, Chicago 27, Illinois.



ACME STEEL Dexion Slotted Angle frames tote pan rack for parts storage.



ACME STEEL Heavy-duty Dexion Slotted Angle racks weighty paper rolls.



ACME STEEL Dexion Slotted Angle used for stationary and mobile pallet racks.



DEXION SLOTTED ANGLE

Circle No. 9 on Card, Facing Page 49, for more information

On the Line—



These Are Clerks?

Few surveys have given us more satisfaction than the one we've just completed. In fact, this one goes beyond mere intellectual satisfaction. We anticipate physical satisfaction: We're going to beat a few characters we know over the head with the findings.

It all started at one of those high-calorie convention dinners. Conversation at our table turned to industrial traffic managers. The man at our left, president of a firm making food products, questioned an incident we related. He said he never heard of a traffic man who could do any creative thinking.

"As a whole," he said, "traffic people are like bookkeepers; essential for control and operation of a business, but they don't contribute anything vital or constructive.

"They brag about saving money when they negotiate a lower freight rate. But they forget that is just what they are hired to do."

We thought we played a trump when we cut in, "Of course, you know traffic managers have reached VP status, and a growing number have moved up into distribution management."

"A mere handful," he replied. "They would have succeeded in any job. I'm talking about the average man. He's the clerk type."

He paused, jabbed a finger at us, then continued, "Speaking of mail,"—(we had, earlier)—"I'll bet if you analyze the letters you receive from traffic managers, you will find that they cover a very narrow range of subjects, mostly transportation. Not that I object," he hastened to add in a condescending tone. "In fact," he

patted our shoulder in a conciliatory manner, "that's what I look for—love of detail, passion for fine print—when I hire traffic people."

When we asked, "Have you ever given them an opportunity to do a creative job?" his answer was, "I never send a boy to do a man's job."

Sensing the futility of further discussion on this subject, we concluded by asking if we analyzed our mail, as he suggested, would he be interested in our findings. He said he would.

Here's what he is about to learn: During 1956, TM letters addressed to the Editor dealt with the following subjects:

Materials Handling	18 per cent
Warehousing	14 per cent
Truck Fleet Operation	14 per cent
Legal Problems	12 per cent
Distribution Costs	12 per cent
Cargo Damage Prevention	12 per cent
Comments on Editorials	12 per cent
Comments on Articles	9 per cent
Moving Plant or Personnel	9 per cent
Packaging Problems	9 per cent
Transportation (All forms)	9 per cent
Traffic Problems	7 per cent
Administrative Problems	7 per cent
Higher Education	7 per cent
Plant Site Selection	5 per cent
Personnel Training	5 per cent
Export Shipments	3 per cent
Legislative Matters	3 per cent

This is a narrow range of subjects? These are clerks?

A.W. Greene
EDITOR

Yakkety Yak

Not included in the above tally of letters:

"I am 12 years old and I want to be a traffic manager like my father. He brings your magazine home and I read it. He gets mad when I read it in bed but Mom says its better than comics books.

"Onct I took it to school and the

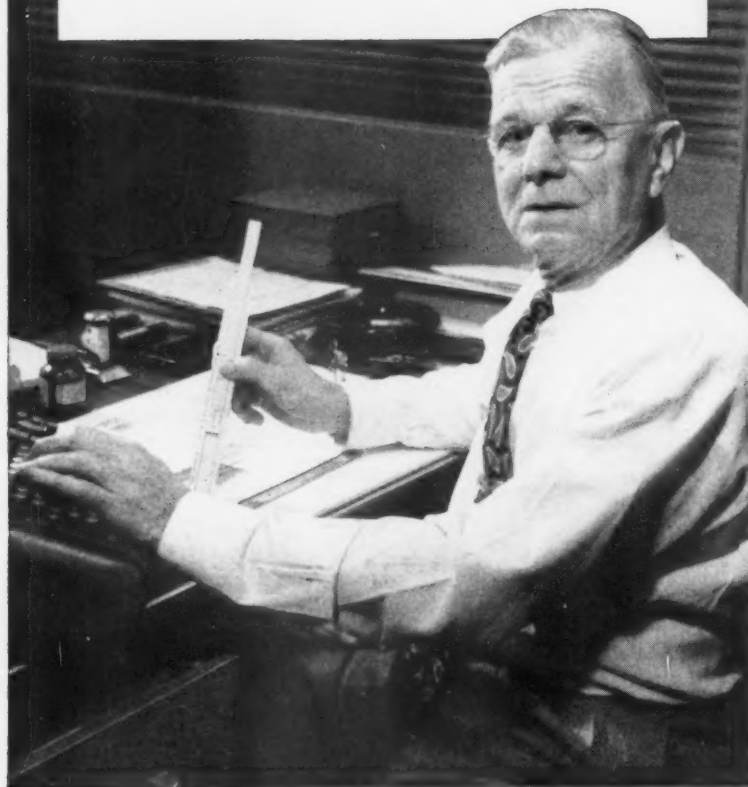
kids like the pitchurs but my teacher took it and Pop had to write a note to get it back and was he mad. My dog Pal chewd your new magazine and we got a lickin. Send a fresh one and I will pay unles you want me to run errind. I have a bike but not alowed to go to far becuse Pal chewd a tire."

DISTAFF: "You published an item about my husband and his pic-

ture. Please don't use that picture again. The photographer made him say cheese. He doesn't like cheese and the picture shows it."

YOUTH: "I work in a traffic department. Everybody here is old, dull and married. I would like to work with young handsome people. I am young, single, blond with lots of experience and considered attractive. Will travel."

A Mayflower Move Is a Good Move!



Whether you're moving one of your company's research experts, a salesman, an engineer or a top executive, "a Mayflower Move is a good Move!" That's what scores of Mayflower customers tell us every day.

One satisfied shipper, for example, after a move from Boulder, Colorado to Wichita, Kansas, wrote us:

"It would be impossible to improve upon the service we received. I appreciated, especially, the personal interest the van operator displayed in each article moved."

Next time you have company personnel to move, make a good move. Call Mayflower!

AERO MAYFLOWER TRANSIT COMPANY, INC. • INDIANAPOLIS



AMERICA'S FINEST LONG-DISTANCE MOVING SERVICE

LETTERS

TO THE EDITOR

'Bull by the Horns'

To The Editor:

Your editorial, "Help Wanted," in DA issue of January 1957 is most interesting from my viewpoint.

The situation to which you refer is almost identical with one I encountered when I was traffic manager for a large company prior to embarking on my present work.

The only difference—in my case I reported to the general manager/vice president and I headed the traffic department as there was only one plant. I was not subject to the production manager or the head book-keeper. However, both of these men were on an equal level with my position and generally managed to block the traffic department.

The company's monthly demurrage bills were excessive and at a high figure. My rather weak protests and suggestions and recommendations were ignored or brushed aside. I made no headway against the other two men.

Then I decided to "take the bull by the horns." I dictated a report (16 typewritten pages) to the general manager/vice president.

In this report were listed the total demurrage bills over the previous five years. I urged that the traffic department be given full responsibility and authority over all company demurrage matters.

The report was forceful and pointed out ways to control demurrage. I outlined a new demurrage record to be sustained by daily reports from the traffic department to the general manager and to every department having any interest in loading or unloading cars.

The report closed with a statement to the effect that if it were not adopted then the company probably should hire a new traffic manager.

In less than a week the general manager/vice president sent for me. He said: "Why in hell didn't you present the report five years ago? Sure—you can have full responsibility. It's up to you from now on in."

On the basis of the daily reports, within two months we eliminated all demurrage although heavier deliveries of inbound cars were handled.

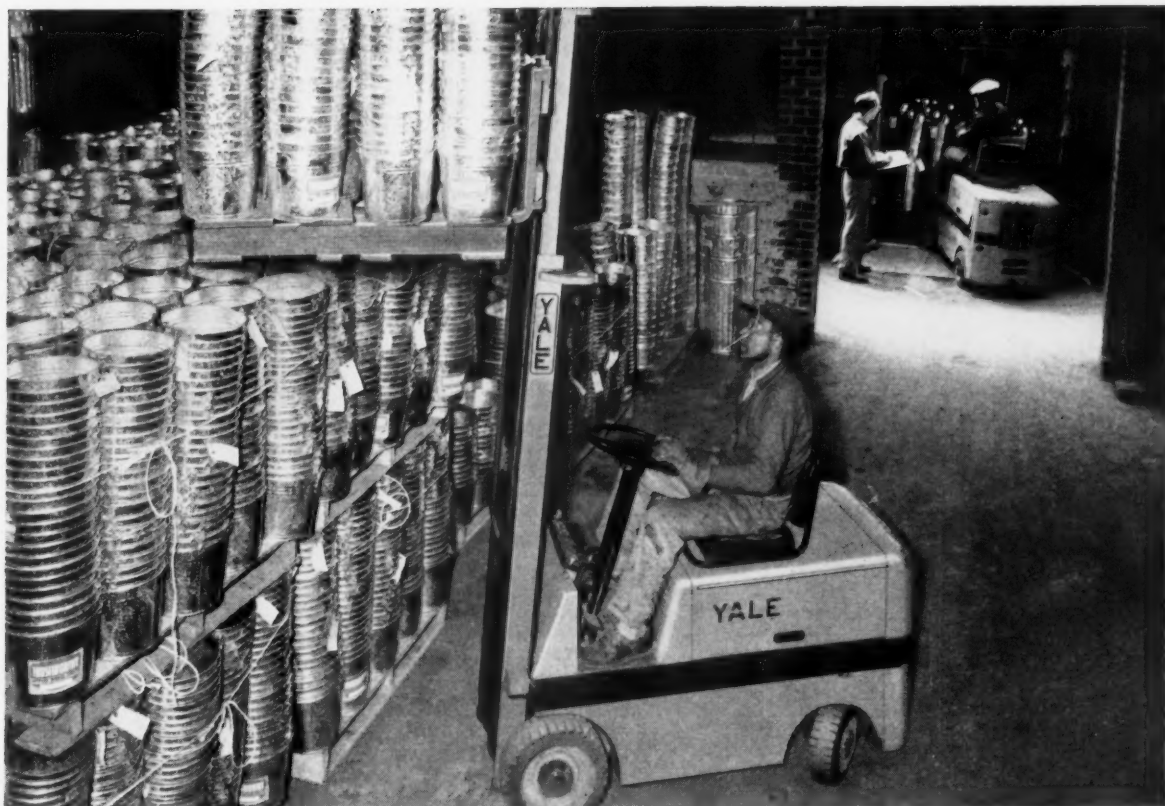
During the next three years—until I finally resigned to set up my present business—the company didn't accrue a single dollar on demurrage charges. Demurrage was wiped out.

So—in the case of the traffic manager mentioned in your editorial—if he will "stand up on his hind legs" and demand a free hand he will lick the problem or lose his job. If he presents facts and backs them up with courage he will win.

Henry G. Elwell
Traffic Consultant

Elizabeth, N. J.

DISTRIBUTION AGE

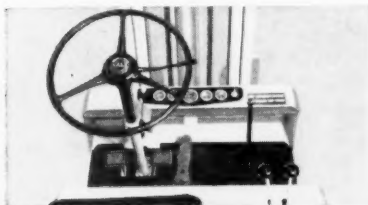


At Supplee-Biddle-Steltz Co. in Philadelphia, Yale Gas Trucks work as a team to speed unloading of hardware.

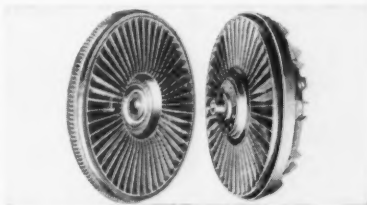
HOW YALE TRUCKS PREVENT COSTLY TIE-UPS IN PEAK LOAD PERIODS

Compact and easy-to-maneuver Yale Gas Trucks move right into boxcars, pick up various types of unit loads and stack them neatly in the warehouse. The entire operation is fast and continuous. As a result, incoming shipments don't back up...platform tie-ups are prevented...flow of materials is smooth, even during peak load periods. That's why Yale Gas Trucks save you time, ef-

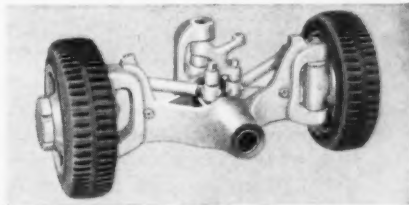
fort and handling dollars, no matter how tough the load conditions. Moreover, built-in Yale engineering features (*see below*) provide the operator with the power, visibility and ease of operation he needs to do the job efficiently and safely. Yale Gas Trucks are available in capacities from 2,000 to 10,000 lbs. For full facts, write The Yale & Towne Mfg. Co., Philadelphia 15, Pa. Dept. 23.



Extra Visibility—lowered cowl increases visibility. Improved roller channel construction adds to forward view, also prevents hose damage.



Yale Fluid Coupling provides cushion drive. No clutching necessary for smooth stops or starts. Less gear shifting, longer clutch life.



Shock Resistant Steering—Inclined king pins with minimum wheel to king pin overhang gives maximum steering comfort, stability.

YALE^{*} INDUSTRIAL LIFT TRUCKS AND HOISTS

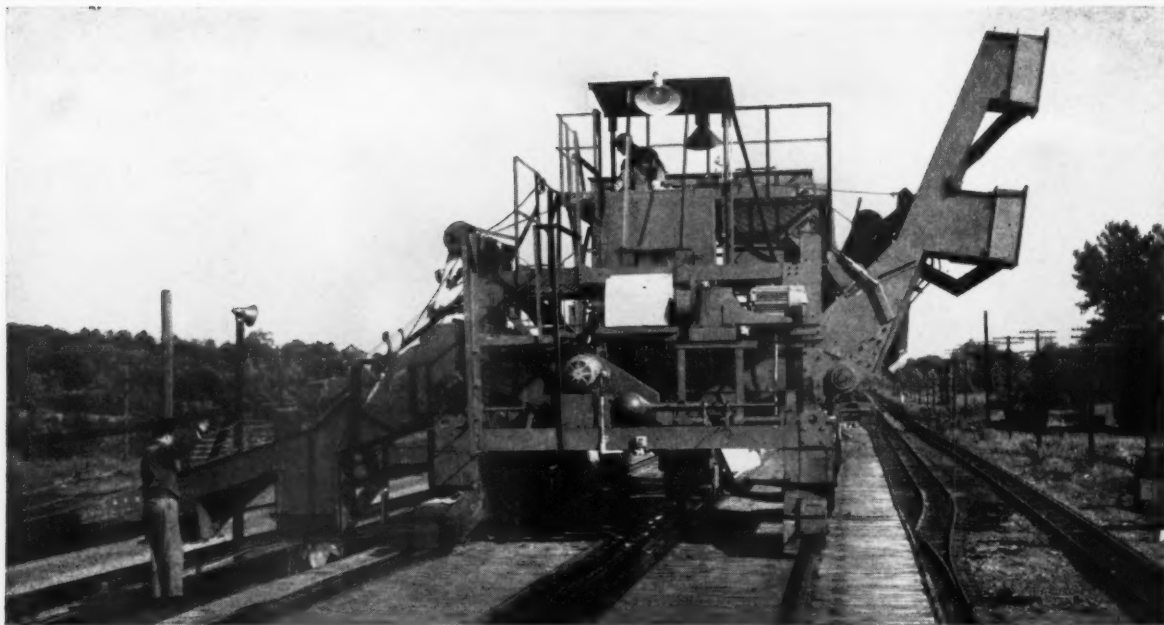
*REG. U. S. PAT. OFF.

Gasoline, Electric & LP-Gas Industrial Lift Trucks • Worksavers • Warehouseurs • Hand Trucks • Hand and Electric Hoists

Circle No. 10 on Card, Facing Page 49, for more information

MARCH, 1957

27



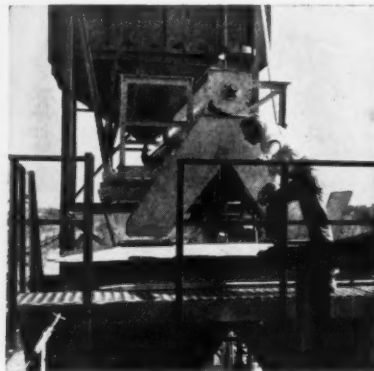
LINK-BELT CAR ICER and trailer-type mechanical salter mechanizes car icing—frees manpower for other jobs—eliminates dock clutter.



CENTRAL CONTROLS are within easy reach of operator—one man regulates all operations for icing and salting.



DUAL DISCHARGE ICE CHUTES with tubular salt spouts permit alternate or simultaneous delivery of ice and salt.



MECHANICAL SALT HANDLING. Salt from storage bin is delivered to salt machine hoppers by screw conveyor.

With the new LINK-BELT dock-type car icer . . . railroad cars are **iced and away 50% faster**

FAST, automatic car icing with the Link-Belt Model 55 dock-type car icer offers new economies and efficiencies for the safe shipment of perishables. Little wonder it has already found such wide acceptance among railroads, growers and shippers. It speeds trains on their way faster—helps perishables retain their freshness longer.

What's more, car icing mechanization with the Link-Belt Model 55 reduces your operating costs . . . minimizes dock maintenance. Dock congestion is eliminated—no need for hand carts, salt bags and ice skids. And the entire operation—including positive positioning of the car icer—is controlled by a single operator.

The Link-Belt Model 55 can be installed on

almost any existing dock. Services cars of all heights with hatch covers of all types. For facts, see your nearby Link-Belt office. Or write for Folder 2643.

T&A 419

LINK-BELT

ICING EQUIPMENT

LINK-BELT COMPANY: Executive Offices, Prudential Plaza, Chicago 1. To Serve Industry There Are Link-Belt Plants and Sales Offices in All Principal Cities. Export Office, New York 7; Canada, Scarborough (Toronto 13); Australia, Marrickville (Sydney), N.S.W.; South Africa, Springs. Representatives Throughout the World.

Circle No. 11 on Card, Facing Page 49, for more information

Save \$1000 per year on every Industrial Truck you use



You might even save more. Plenty of users of *electric* industrial trucks are doing so right now. These are realistic, average savings based on all kinds of operating conditions. If your present industrial trucks aren't electric, the chances may be that you are throwing away thousands of dollars every year.

This is something that doesn't appear on the surface. Because electric industrial trucks generally have a higher price tag—like most quality merchandise. But the real cost of any industrial trucks doesn't stop when you buy them. Over the life of a truck, the operating costs might even exceed the price.

Electric industrial trucks save in the three most important areas of cost breakdown: depreciation, fuel and repair. They generally outlast other trucks from two to four times. Instead of fuel, you buy electric power—from your local electric company at low rates that have been steadily declining for years. Since the electric drive system runs cool and has so few moving parts, maintenance and repair costs alone average several hundred dollars per year less. And heavy duty batteries last for years without replacement.

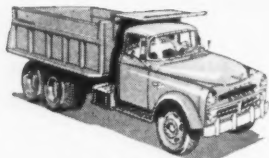
In addition to their tremendous economies, electric industrial trucks offer the advantages of quiet, vibration-free operation; and virtual freedom from unscheduled downtime.

These are important considerations for up-to-date management men today. Have a talk with your nearby industrial truck dealer or salesman. He's listed in your classified telephone directory under "Trucks—industrial."

This message is presented as a service to industry by Exide Industrial Division, The Electric Storage Battery Company, Phila. 2, Pa.

THE ELECTRIC STORAGE BATTERY COMPANY **Exide®**
Circle No. 12 on Card, Facing Page 49, for more information

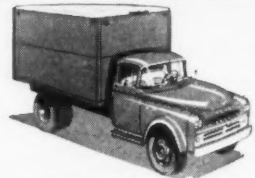
DODGE *PowerGiants*



Dodge T700
Tandem



Dodge P300
Forward-Control



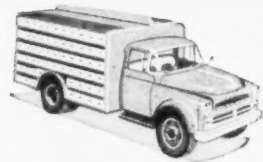
Dodge 600
with Van Body



Special bodies fit readily
on any Dodge chassis

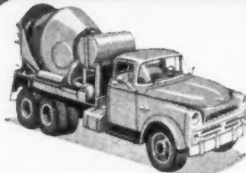
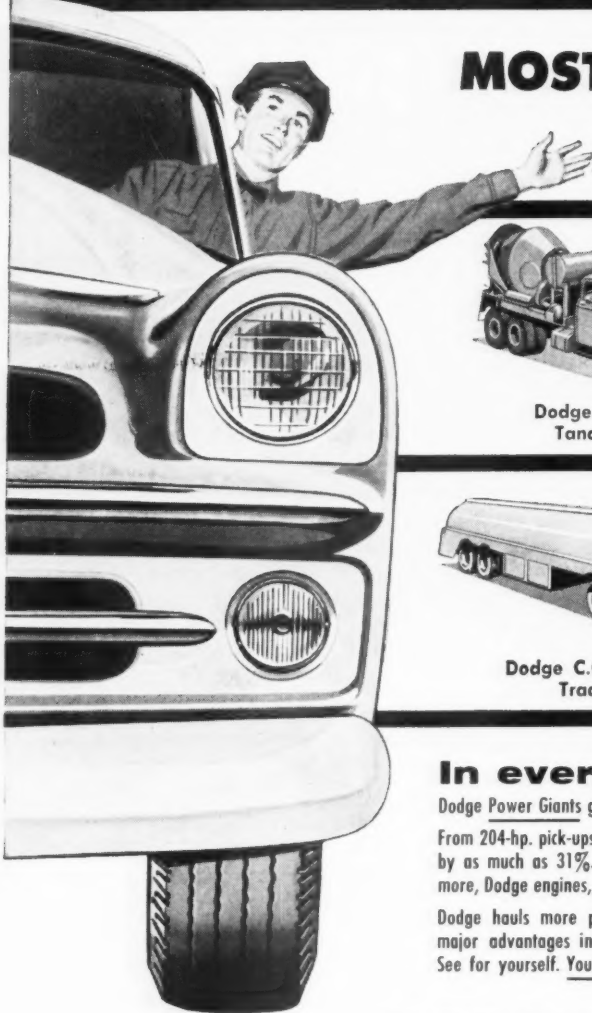


Dodge 500
Stake

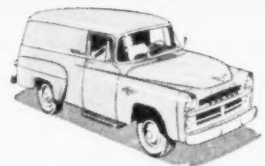


Dodge 400
with Beverage Body

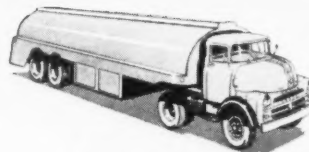
MOST **POWER** OF THE LOW-PRICED **3**



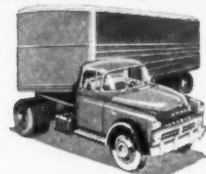
Dodge T900
Tandem



Dodge 100
Panel



Dodge C.O.E. 700
Tractor



Dodge 800
Tractor

In every weight class

Dodge Power Giants give you an extra bonus of power.

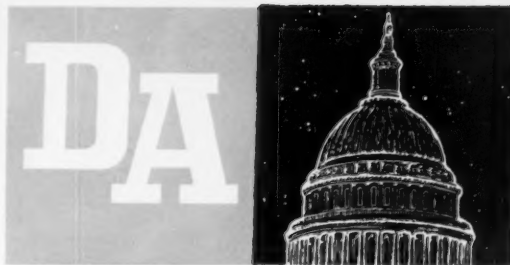
From 204-hp. pick-ups to 232-hp. tandems, Dodge V-8's outpower the "other two" by as much as 31%. This extra power reduces engine strain, saves wear. What's more, Dodge engines, both V-8's and 6's deliver full power on regular gas.

Dodge hauls more payload, too . . . up to one-third more. And Dodge offers major advantages in driving ease, cab comfort and prestige-building good looks. See for yourself. Your Dodge dealer has a Power Giant to meet every trucking need.

DODGE TRUCKS WITH THE FORWARD LOOK 

Circle No. 13 on Card, Facing Page 49, for more information

WASHINGTON



By Ray M. Stroupe, *Chilton Washington News Bureau*

STUDY LAW HANDLING—Federal regulating bodies, including the ICC, are tapped for special study by a House Commerce group. Purpose of the project is to find if the agencies are carrying out the laws as intended by Congress. Besides the ICC, these agencies will be surveyed: CAA, CAB and the Federal Power, Federal Trade, Federal Communications, and Securities and Exchange Commissions.

URGES BUDGET HIKE—President Eisenhower favors an advance in ICC railroad safety and defense mobilization programs. He asks Congress to vote \$17.5 million for all ICC work in the year beginning July 1. This total would contain more than \$100,000 in increased funds for each of the two programs named. Also, it would cover hiring of more persons to handle highway carrier matters. ICC is on a budget of just under \$14.9 million this year.

CONTAINERS SELL WELL—Commercial users will continue their strong demand for containers and packaging materials throughout 1957. A U. S. Commerce Dept. forecast adds, however, that container buying may vary little from the 1956 level. In the first three quarters last year, volume was 4 per cent above that in the matching 1955 months, despite a third-quarter lull. Chief declines then were in closures, ice cream cans, and wirebound boxes and crates.

AID SOUTHERN LINES—Freight rates can be advanced 5 per cent by southern rail lines, the ICC decided in February. Just before this action, the roads had set a 15 per cent figure on the full increase they want. ICC also extends all dates for hearings, oral argument, and filing of briefs in the eastern and western railroads' campaign for a total rate boost of 22 per cent. Eastern roads got 7 per cent and western 5 per cent of this total in December.

FAIR WORD SPREADS—Congress is taking a hand in action leading to the Transportation World's Fair to be held in Chicago in May, 1958. Resolutions entered in both House and Senate would empower the President to invite the states and foreign countries to take part in the event. "Friendly nations" are expected to show the best examples of their improvements in land, sea, and air transport equipment.

RAIL OUTLAYS GROW—Plant and equipment investments by the railroads made a comeback in 1956. Total outlays for the year, the U. S. Commerce Dept. discloses, amounted to \$1.26 billion,

after sagging to \$850 million in 1954 and \$920 million in 1955. Other carriers stepped up their plant and equipment spending from \$1.6 billion in 1955 to \$1.75 billion last year. The 1956 investment for all business groups came to nearly \$35 billion.

PLAN CENSUS START—Opening steps in the new federal census of transportation carry a price tag of \$322,000. If Congress votes this sum, the U. S. Census Bureau will spend it in the year starting July 1. These funds would go into such projects as a truck inventory and use survey. Also in line for study are the international phases of air cargo movements. Full cost of the census, including the \$322,000, is seen as \$1.2 million.

COULD DROP PERMITS—Following a suggestion by the ICC, Sen. Magnuson, D., Wash., offers a measure to relieve nonoperating water carriers of their certificates. This bill would enable ICC to revoke or suspend the unused permits. A number of permits in this category are still valid, the ICC states. They are looked on by the agency as obstacles to new carrier service by water.

BACKS ICC POSITION—ICC is the proper authority to judge if freight rates are just, the U. S. Court of Claims holds. The court rejects a government appeal for its ruling in a case where ICC found rail rates reasonable. At issue was a Western Pacific R. R. Co. claim that it was underpaid on some government traffic in World War II. Court of Claims says it should not upset an ICC action except under "very unusual" conditions.

WOULD CREATE OFFICE—Independent status of the ICC is threatened by terms of a new measure before Congress. Rep. Younger, R., Calif., has a bill, H. R. 3424, to create a federal Transportation and Communications Dept. Taken over would be the duties and personnel of the ICC, FMB, Maritime Administration, CAB, CAA, and three other agencies.

FREE TIME EXTENDED—Free time for handling export freight from rail cars at four Lake Michigan ports is allowed by ICC to extend from two to seven days. Cities affected are Chicago and Green Bay, Manitowoc, and Milwaukee, Wis. Change applies to shipments to these ports via major western rail lines. ICC turns down a request by several eastern roads that the agency suspend tariffs lengthening the free time.



...lets one man handle work you'd pay a crew to do!

By putting new efficiency, safety and positive control into the hands of Towmotor lift truck operators you enable them to do a *bigger day's work, easier*. You let each one handle jobs you'd normally hire a *gang* to do.

Through modern Towmotor mass-handling each operator has the power to improve your profit picture, because the new Towmotor fork lift trucks multiply their productivity. Look over the new features that operators like best about our latest models—such as:

- New planned-comfort design
- Off-center adjustable seating
- Double action hydraulic tilt
- Newly-improved power steering
- "3-second access" to engine
- Famed 12" reach for all controls

**Leaders for 38 years in
building Fork Lift Trucks,
and Tractors**



Before you decide on your next fork lift truck, we urge you to get all the facts on the newly-designed Towmotor units. Write to Towmotor Corporation, Cleveland 10, Ohio, today and ask for our new illustrated lift truck booklet—No. SP-23.

Gerlinger Carrier Company, Dallas, Oregon, is a subsidiary of Towmotor Corporation, Cleveland, Ohio

Circle No. 14 on Card, Facing Page 49, for more information

By James A. Sargeant

DA Packaging Consultant



MARCH, 1957 . . . Vol. 56, No. 3

INDUSTRIAL packaging is taking its place—along with transportation, warehousing, and materials handling—as an integral phase of the physical distribution cycle. More and more firms are learning that good packaging usually insures the economical movement of goods from manufacturer to consumer.

With this trend, packaging is gaining acceptance as an effective form of preventive insurance. While this "insurance-packaging" philosophy is only now gaining commercial acceptance, it is not new. Those of us connected with military packaging during World War II campaigned constantly to have our program accepted "simply as good insurance."

It is the "prevention" angle which makes packaging insurance so valuable. In normal insurance, risks are underwritten. Losses generally are shared. At the very least, losses are partially recovered through claims payment.

A good packaging program, however, minimizes the possibility of loss and damage. This eliminates expensive, time-consuming, and often embarrassing claims cases. Because of this, the traffic manager who accepts loss and damage in expectation of later recovery through claims adjustment is operating in a negative atmosphere.

The Ideal Package

In theory, the ideal package would have all of the characteristics of the famous old "one-horse shay." It will be remembered that the shay was so efficiently designed that all parts wore out simultaneously. At the very moment the parts wore out, the shay collapsed in a heap of dust.

The perfect package would follow the same pattern. It would offer maximum protection in transit and would, upon reaching the ultimate consumer, collapse in a heap. Of course such a minimum design is impossible in commer-

cial packaging. It does, however, represent an interesting target at which to aim.

Actually the customer expects a small percentage of loss in the movement of his goods. For this reason, a certain degree of calculated risk can be employed in commercial packaging. Small losses can be replaced, often at less expense than the cost of more effective packaging.

The ideal industrial package, then, is one which combines a maximum of protection with a minimum of cost. It would provide maximum commodity insurance at minimum rates.

It has been said that packaging is one subject of common interest to all industry. The more significant developments in each industry should be regarded not as a matter of interest to that industry alone, but in relation to the science of packaging as a whole.

By the same token, no one phase of packaging is so dissimilar from other phases that it cannot benefit from developments in those other phases. Many of our important military packaging techniques were accepted by the military only after they had

proved their value in the consumer field. Conversely, military development has been responsible for many of our important new forms of consumer packaging.

The entire concept of protective packaging — water-vapor barriers, grease-proof barriers, shock-proof containers—stems from military requirements of World War II.

Ironically, wars have provided the greatest stimulant to packaging progress through the years. The sanitary food can, called our most important package, dates back to the Napoleonic Wars. It went through successive spurts of development during the Civil War, the Spanish-American War, and World War I.

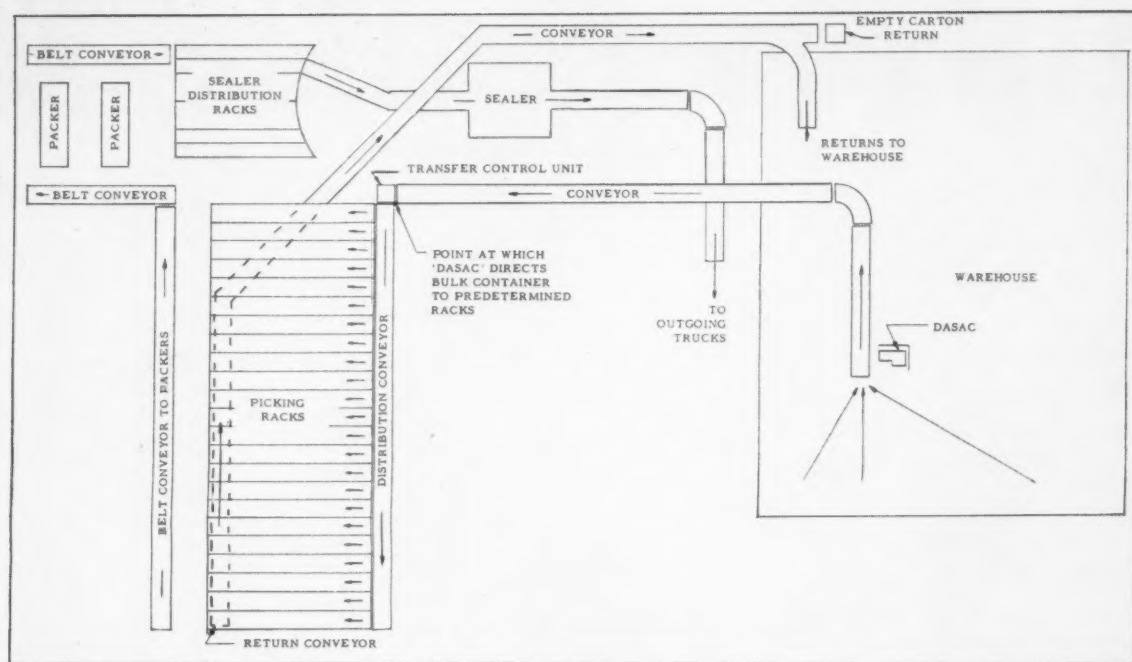
In recent years commercial packaging frequently has been the proving ground for new military techniques. Although the development of volatile corrosion inhibitor chemicals in 1948 immediately was hailed as a great boon to military packaging, it remained for commercial users to prove their practicability. It has only been within the past few years that VCI has been accepted under military specifications.

(Please Turn to Page 70)

Packaging's Role in Physical Distribution

More and more firms are discovering that good packaging often insures the economical movement of goods from the manufacturer to the consumer

Six Million Blouses a Year via Automated



Push-button controlled conveyor system produces 66 per cent saving in direct labor

AUTOMATIC order filling has produced some startling savings in the two-year-old Manhattan warehouse of Judy Bond, Inc. More than six million ladies' blouses a year are handled by a push-button controlled conveyor system.

Savings produced by the system

include all of the following:

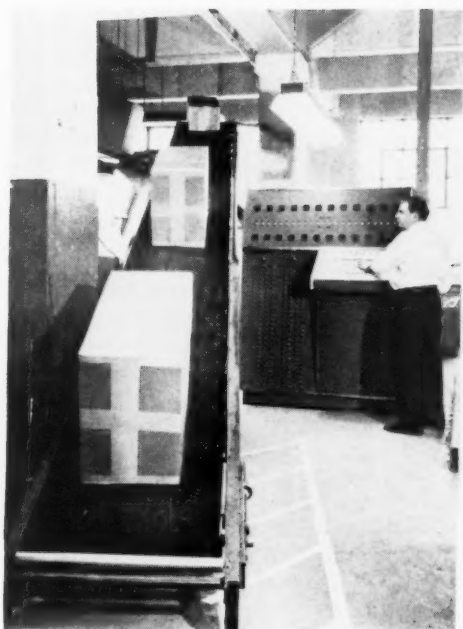
1. A 66 per cent reduction in direct labor required for the warehousing and order filling function;
2. A 66 per cent reduction in floor space required for order filling;
3. A 100 per cent increase in

shipping department capacity;

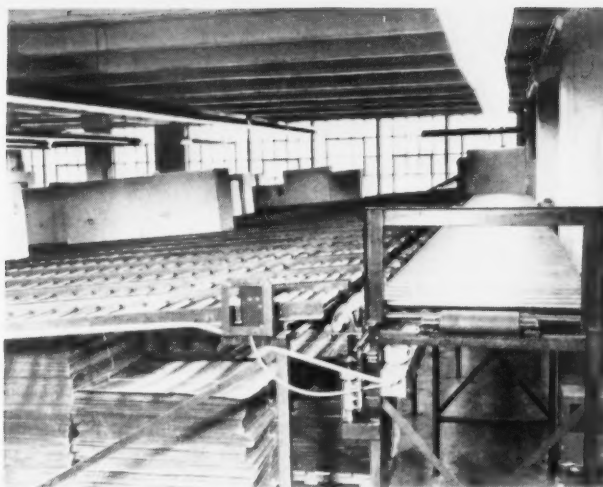
4. A faster order filling cycle;
5. Elimination of most of the human factor which causes order filling errors.

The system, believed to be the first major application of automated order filling, permits two order pickers to segregate as

Order Filling



Operator places carton on conveyor and pushes button on console designed by The Dasol Corp.



Cartons are routed along conveyor (right) to one of 23 order filling racks (left) which make 53x22-ft gravity feed table



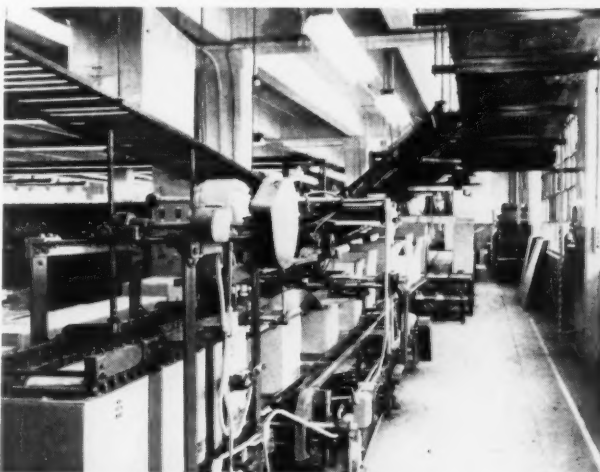
At end of conveyor, desired styles, sizes, and colors are positioned in front of order filler, who routes them to packers

costs and order filling floor space

many as 600 orders a day. The daily volume, completed on one shift, includes as many as 3600 dozen separate units.

The automatic sorting system and the 23 order filling racks tied to the system have eliminated former problems in picking from 500 styles, six sizes, and numerous colors.

(Please Turn to Page 76)



At end of order filling cycle, filled cartons destined for 1000 retailers are sealed automatically and conveyed to truck dock

Two Story Warehouse —Six Stories Up

Two story warehousing—even if four or six stories above the street—has a place in the life of a big city.

This is proved by New York's Midtown Warehouse, a business in the industrial district of Manhattan's Hudson River side. Success in the center city has meant solving problems of high real estate values, high labor costs, and heavy traffic.

Midtown has found the answer to its real estate problem by locating on the fourth and sixth floors of a nine-story loft building. On a year-round average, it handles 6,500,000 lb of freight monthly, about 112,000 individual cases. The combined storage area is over 250,000 sq ft.

Like many other tenants in the building, Midtown receives and ships large amounts over streets which are already burdened by

By George Lacay
President, Midtown Warehouse, Inc.

heavy traffic. Trucks unloading at the curb would create new traffic problems and add to the costs of materials handling.

Part of this answer is provided by the building. It has one set of elevators used only for trucks. Straight trucks, up to 29-ft long, are taken up to loading docks on Midtown's two floors by a bank of three 30,000-lb capacity elevators.

A well organized traffic system takes even the trucks waiting for elevator service off the streets.

When a delivery truck arrives at the building, the driver reports to an expeditor which Midtown has stationed in a booth at street level. The driver presents his bill

of lading. Then the dispatcher contacts the warehouse office by direct telephone line to determine on which floor the freight is to be stored. Given this information and a truck pass stamped with the time of arrival, the truck operator drives down a ramp to a waiting area in the basement.

Dispatcher's Job

A dispatcher controls the movement of trucks through the building, inquiring of each driver the floor to which he is assigned. At the same time, the dispatcher must know at which of the three bays on the floor the truck will unload. He then tells the driver the elevator to take and the truck moves into place. As many as nine trucks can wait in the basement at one time.

When elevator and dock space are available, the truck goes up

Arriving at the building, the driver (right) presents his order to an expeditor who sends it upstairs by airtube



Releases are sent from the sixth floor to the fourth floor by airtube, then handed out a window to a superintendent



Successful warehousing in the big city has meant solving problems of high real estate values, high cost of labor, and heavy concentration of traffic

to the warehouse and backs off the elevator to one of the spots. The trucker turns his pass over to the dock superintendent and the truck is unloaded.

With this operation completed, the driver's pass is returned and he pulls his truck back to the elevator. He signals the dispatcher that he is ready to leave and waits for the elevator.

When the elevator arrives, the truck enters from the "building side," the same as it did in the basement. The elevator drops to street level, stops, and doors are opened at the "outside" end. The truck drives out directly to the street. In this way trucks arriving and leaving are separated and congestion eliminated.

The empty elevator returns to the basement to pick up another of the 400 trucks which are carried to above-street floors each

day. The truck driver leaving the building turns in his pass which is stamped with departure time.

Time markings on truck passes were initiated to eliminate complaints of long waits for elevator service when the actual wait was quite short. Unscheduled stops before or after leaving the warehouse are no longer blamed on "delays in the building." Drivers are required to have the pass before Midtown will load or unload their trucks.

Truck backs up to dock on fourth or sixth floor and finds part of order waiting to be loaded

Two floors of this New York loft building give Midtown Warehouse 250,000 sq ft of space

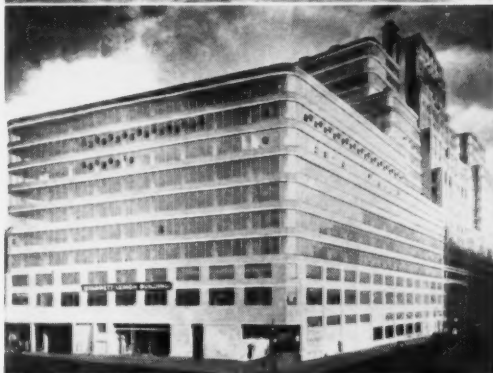
The procedure for trucks picking up merchandise at the warehouse is different. When the driver reports to the expeditor in the street-level booth, he presents his order. The Midtown employe calls the office to determine the floor where the items are stored, then issues a pass.

The truck proceeds down the ramp. The order, however, is sent up to the office on the sixth floor through an airtube system.

Using inventory cards listing the merchandise of Midtown's 300 customers, a clerk in the sixth floor office prepares a warehouse release listing merchandise and locations where it will be found. If the items ordered are on the fourth floor, the release is sent by airtube to a floor superintendent there. When the items are on the sixth floor, the inventory clerk either places the release in a basket assigned to the superintendent or takes it to him personally. The second procedure is used when the truck is expected on the floor in a short time.

(Please Turn to Page 72)

For work in narrow aisles, Midtown operates a fleet of Lamson stand-up fork trucks. Operator works from warehouse release





Conveyor Sorting Speeds Parcel Delivery

Changing package delivery requirements created a bottleneck at sorting stations of this parcel service firm. A network of belt conveyors has solved the problem

A MULTIPLE conveyor belt network is the backbone of a new package sorting system at the Philadelphia branch of United Parcel Service.

Factors leading to the system change included:

1. Rising labor costs.
2. Increase in size and weight of parcels to be handled.
3. Increased downtown traffic congestion.
4. Changing customer density patterns caused by a population shift to the suburbs.

A cage, which is simply a wooden box on casters, is used for moving goods from retail stores to the downtown sorting station. Before World War II the average cage load was from 120 to 125 pieces. Today the average cage holds less than 60 pieces, with a greater percentage of wasted space.

This trend toward larger pieces has made loose or bulk loading of trucks more attractive. The practice of moving in bulk without cages, however, means more individual handling.

Belt System

The belt conveyor system was installed in both the downtown (Locust Street) station and a suburban (Delaware Valley) station. Its primary purpose is to reduce handlings and to aid the sorters in handling the heavier, bulkier pieces. The belts all are 30 in. wide, with three-ply friction surface.

Packages from retail stores arrive at the Locust Street dock bulk-loaded in trucks. When the system was started, the trucks were unloaded by hand, with the aid of a roller conveyor, to the feed belt of the conveyor system. To unload an average truck load of 3000 pieces required 45 minutes.

Recently a cantilever extension conveyor was installed. It reduced unloading time to 21 minutes.

The extension is a portable, unit belt conveyor with provision to extend the length up to 14 ft. Its basic length is 12 ft 6 in. It is lengthened by means of several cantilevered sections extended by power.

The extension is mounted on wheels to permit movement along the unloading dock. This permits it to service trucks at any position. In its basic, unextended length, the conveyor carries parcels from

the end of the loaded truck to the feed belt to the sorting conveyors.

As men work farther back into the truck, the conveyor is lengthened by push-button. It follows them into the truck, as shown in Fig. 1.

From the feed belt, which is fed by the extension, the parcels enter the sorting section. Here four men take parcels from the feed belt and place them on one of eight 30-in. belts. These belts are arranged in three tiers, as seen in Fig. 2. They are of various length, depending on the distance to the chute served. There are two belts at floor level, one on each side of the aisle; four in the top level, and two at the middle level on the left of the aisle.

The sorting belts deliver parcels to the proper chute. The chute transfers them to an extension conveyor loading a trailer, or to a gravity chute that delivers them to a man loading cages for trucking to the area station.

Parcels for eight separate routes called driver stations also are sorted at Locust Street. Parcels come to this station from the primary sorting station, illustrated in Fig. 3, and by conveyor belt from an adjoining building. The sorter places parcels on gravity chutes or roller conveyors, as shown in Fig. 4, which take them to the proper station.

At the Delaware Valley area station, cages loaded at the Locust Street station are sorted by route. The cages are rolled from the truck to the feeder belt, as seen in Fig. 5. When parcels come in by trailer, they are unloaded by extension conveyor. The extension delivers them directly to the feeder belt. There are five belts at the sorting section, including the air extension of the feeder belt. One is 8 in. from the floor; two belts operate at the same level in the middle tier, and two belts operate on the same plane on the top tier.

The packages are delivered to roller conveyors where sorters place them in delivery bins for the route drivers. This step is illustrated in Fig. 6. Each belt feeds three to five of the 20 bins. •



Fig. 1: This extendable portable conveyor reduced truck unloading time from 45 to about 20 minutes



Fig. 2: In sorting section, eight-belt network carries parcels from feed belt (right) to loading dock chutes

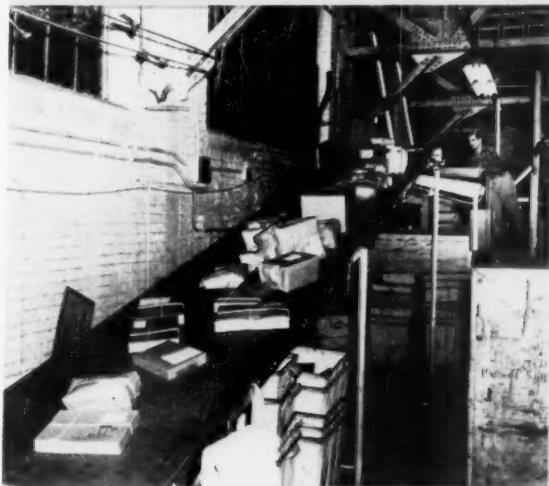


Fig. 3: Parcels are belt-delivered to sorting station for routes. Spivey designed system uses Thermoid belts

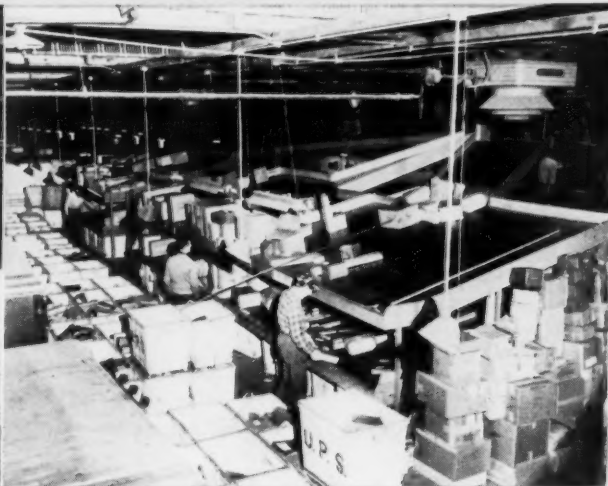
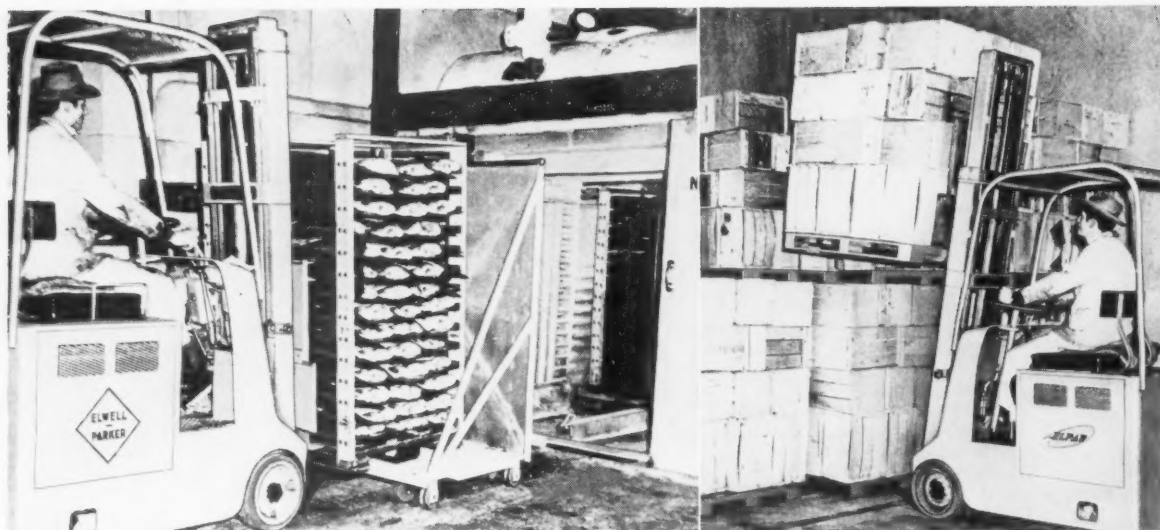


Fig. 4: Parcels for driver routes are put within reach of sorters by gravity chutes and roller conveyors

Fig. 5: Cages, wooden boxes on casters, from downtown station are unloaded to feed belt at area station

Fig. 6: Each belt delivers parcels to roller conveyor, feeding three to five bins. Sorting is done at night





At the British Columbia Ice & Cold Storage Co., palletized racks of fish are rushed into freezers so that doors are open for a minimum time

Industrial trucks have made possible the use of space in cubic feet rather than square feet

Fork Truck Handling in the Food Industry

Food industry turns to industrial trucks for fast handling of large volumes in harvesting, processing, and distribution to retail stores

USE OF industrial trucks for economic and fast handling of large volumes of food today extends from the growing and harvesting area to the retail distribution level.

The food industry is somewhat unique since it has problems of fast handling to prevent spoilage and safe handling to prevent damage to fragile loads.

In harvest areas, industrial trucks are being used to pick up unit loads of fruit or vegetables and transport them to storage areas or adjacent processing stations.

In processing areas, industrial trucks are widely used. Fast handling is necessary to preserve freshness in production of frozen and canned foods.

By G. A. Markell
Assistant Sales Manager
Elwell-Parker Electric Co.
Cleveland, Ohio

Since much produce is shipped in its original form, speed and efficiency of handling likewise are necessary. Goods must move from fields to storage and then either to packaging or outgoing carrier.

How handling equipment can be used to solve many problems is found in case studies of a food processing plant, a refrigerated warehouse, and a retail food distribution center.

Typical benefits from industrial truck handling are shown at the J. Allen Smith Co., Knoxville, Tenn. For this feed and flour mill,

three 4000-lb capacity electric-fork trucks handle over three-quarters of a million pounds of bagged material daily.

The trucks handle the entire output of the company, which processes 250,000 lb of feed and 520,000 lb of flour in 24 hours. All of this volume, in bags, comes down a chute from the mill to loading stations. There it is palletized. The trucks carry loads directly to boxcars or high tier them in temporary storage.

Fewer Men

Nearly one-third of the men formerly assigned to handling operations have been freed for more productive work within the company.

In storage, trucks high-tier



Top: This view of the Safeway order picking section shows the size of the warehousing operation. For easy reaching, loads are not tiered

Bottom: At Safeway Stores Inc., two fork trucks work the loading dock, taking loaded pallets from highway trucks to a temporary storage area

loads to ceiling limits, thus converting floor space from square feet to cubic feet. This has, in effect, eliminated the construction of an extra building.

Since all of these fork trucks are equipped with pallet retriever attachments, bags are pushed off pallets inside the boxcars so that maximum usable shipping space is obtained.

The necessity for fast handling in cold storage warehouses is well recognized. At the British Columbia Ice & Cold Storage Co., Vancouver, British Columbia, roof-high storage at low-level costs has been obtained through the use of a fleet of industrial trucks.

Today, four industrial trucks and operators do as much work as 16 men previously did manually.

Handling man hours have been reduced by 75 per cent for both produce and frozen foods. Men formerly used for manual operations have been relocated in more responsible positions.

Master Unit Loads

Under the old system, hand trucks and push carts were used to unload, stack and store frozen products, perishables and sacked foods. With the fleet of fork trucks, it has been possible to assemble crates in master unit loads and high stack them. More profitable utilization of air conditioned storage area has resulted. Order is improved and stored material made more accessible.

Because of the speed of trucks, as opposed to manual handling,

produce such as palletized racks of fish can be rushed into the cold freezer. Doors stay open for far shorter periods of time.

Retailing Uses

Use of industrial trucks for handling at retail level has gained in importance with the development of large chains of retail outlets. Where one warehouse serves a group of retail stores, fast handling is essential to operating efficiency of each retail location.

For example, at the huge grocery warehouse which forms a part of the Safeway Stores distribution center at Landover, Md., (See also "Success in Single-Story Food Warehousing," *DISTRIBUTION AGE*, Nov. 1956, p. 60) nearly 6,800,000 lb of groceries and allied products are moved in and out of the building each week.

A fleet of 17 fork trucks is used for handling operations. Nearly 10,000 tons of groceries are stocked in this building. About 60 per cent of space is used for storage and 40 per cent for order picking.

In addition, an area about 50-ft wide adjacent to the receiving dock is used for temporary storage of incoming material. Aisles throughout the storage section are 12-ft wide. Five main aisles run the length of the building with 10 cross aisles dividing the area into 58 bays.

Incoming material arrives by both freight car and highway truck, the ratio being about 3 to 7, respectively. In an average eight-hour day, two men operating two fork trucks unload 425 tons from trucks alone and have handled as high as 750 tons in a day.

All loads are moved in 40 x 48-in. pallets. As highway trucks arrive, material is palletized and the loaded pallets moved to the rear of the truck on portable roller conveyors. The two fork trucks move the loaded pallets to the temporary storage area where a receiving clerk dates each load and affixes a coded tag.

Each of four truck operators is assigned to a portion of the 58 storage sections. It is his job to deliver the loaded pallets from the temporary storage area to any one
(Please Turn to Page 110)

Photography Joins the War on

Damage claims are reduced to less than four per 1,000 shipments through pictures

Following review at company headquarters, each picture indicating a handling error is sent on a form letter explaining the mistake to the responsible terminal

THE BALTIMORE TRANSFER COMPANY
FREIGHT CLAIM DEPARTMENT
BALTIMORE 5, MARYLAND

Date September 23, 1956

Mr. G. C. McClintock, D. M.
Harrisburg, Pennsylvania

CLAIM PREVENTION PROGRAM
RE: PHOTOGRAPHS - IMPROPER LOADING



Lower carton on barrel head
is crushed on bottom by
chime

Trailer 67-608 From Harrisburg To Baltimore Date September 10,

The above photograph shows a load from your Terminal indicating faulty loading or stowage.

Please handle promptly with supervisors, loaders and handlers for improvement. Claims resulting from improper stowage are charged to your Terminal reflecting inefficient operation. Supervisors must observe loading and should see that every unit is properly stowed and broken down before forwarding.

Claims are made by people - who can also prevent them!

Sincerely,

B. R. Manning
Freight Claim Agent

BRM/agh

cc: Mr. R. E. Good - York

INEXPENSIVE flash cameras have been put to work by a large highway common carrier who believes that "claims are made by people who also can prevent them."

Damage to merchandise has been lessened materially through judicious use of cameras at each of the company's terminals. Loss and damage claims have been reduced to a ratio of less than four per 1000 shipments.

The Baltimore Transfer Co., in Baltimore, Md., proves daily that freight can be moved faster, more dependably, and at less risk of loss and damage through photography.

Shipper Education

Finished photographs, sent to the shipper, educate him in methods of stowing and loading merchandise that will result in a minimum of damage. As a claim prevention instrument, this motor freight company finds its cameras invaluable in the battle against needless loss of goods in distribution.

While the use of photography in educational and insurance claim work is well established, Baltimore's idea makes picture-taking a management and methods tool for platform and truck and trailer loading activities at every one of its 14 terminals. The firm has terminals in Pennsylvania, Maryland, New Jersey, New York, Virginia and Washington, D. C.

As claims diminish, the company has found that service is improved, operating economies are

OS&D's

and reports from terminals . . . By Harry J. Miller

effected, and shipper goodwill is heightened.

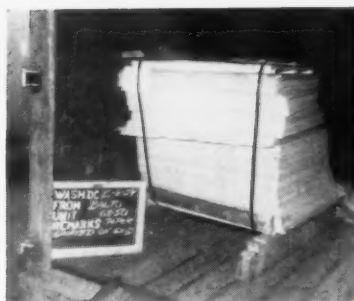
Handled by operating supervisors and others responsible for the distribution of freight, the flash cameras are used principally as instruments for dramatically highlighting poor platform stacking and careless loading of merchandise in vehicles. They are, however, in no sense limited to pointing up bad practices.

A regular part of the picture-taking program is to watch out for — and photograph — unusually good jobs of loading or platform arrangement. Taking pictures of good as well as bad practice enables the trucker to pass along illustrated educational material to indicate efficient arrangements.

The photography process used by Baltimore is simple. At least once a week the executive responsible for the program at each terminal has the film processed and two pictures made of each exposure.

A copy of each shot is sent to the company's Baltimore headquarters or the general office of Motor Freight Express, a subsidiary at York, Pa., for review. If it is a picture indicating handling errors or inadequacies, it is sent on to the responsible terminal together with a letter calling attention to the errors.

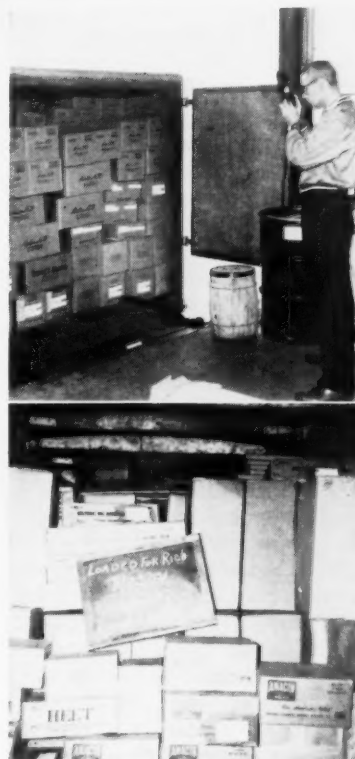
If the picture shows good practice and is likely to be helpful elsewhere, copies are forwarded to all terminals, along with suitable comments. The second print goes to the Claims Department at Baltimore or York.



Left: "Too high with insufficient loading," is photographed

Below, top: A company employee uses camera to show good load

Below, bottom: Shots of good loading have educational value



Weekly, at each terminal, as part of an educational program to improve handling practices, supervisors meet with platform men to study the snapshots and discuss the accompanying criticism or comments. Thus, the pictures serve as a springboard for the general improvement of handling, loading and distribution techniques, lending interest and effective illustration to the various safety sessions and stemming the rising cost of insurance.

In many cases of damage resulting directly from the owner's poor packaging of his merchandise, photographic proof can dissuade irate shippers from court actions.

Owners of damaged goods often become more manageable when confronted with photos of their property, since such pictures may show inferior packaging as the primary cause of damage.

As the Baltimore company's photographic process continues, the alert eye of the camera, interpreting suitable packaging and position of merchandise in the vehicles, cannot help but lessen delays due to reworking or rewrapping of damaged goods.

It leads to better ways of loading so as to avoid needless damage.

Increased Payloads

The firm's freight claim agent points out that better stacking of trailers has resulted in more economical use of trailer equipment in that more freight can be loaded when shipments are stacked properly, and in expediting the movement of through traffic.

This is true because less handling is required by an intermediate terminal in loading out partly-filled trailers.

As an example, within Baltimore's system, Jersey City may forward a partly-loaded trailer of Richmond freight to Baltimore, and Baltimore would have to rework a badly-loaded unit to make room for more freight to Richmond.

On the other hand, when Jersey City terminal stacks the freight properly, all that Baltimore Terminal needs to do is fill in behind the freight with more goods Richmond-bound.

Today's flash cameras are easy to operate and no fancy salon prints are needed to provide convincing proof in tracking down the real responsibility for unwarranted damage or claims. •

THE Private Truck Council of America, Inc., in its 18th Annual Convention, heard representatives of two common carrier groups call for cooperation in curbing abuses affecting regulated carriers.

Speakers for the Eastern Railroad Presidents Conference and the Common Carrier Conference—Irregular Route, ATA, were followed by a representative of private carriage users. This third speaker questioned the extent and importance of the abuses, claiming that the Council had fought hard to achieve its present position.

The Council, in a later session, went on record in favor of the established interpretation of the Motor Carrier Act of 1935.

Railroad Speaker

David I. Mackie, chairman of the rail group, claimed that PTC member companies have a long-run dependence upon the well being of for-hire carriage.

The interests of these companies, he said, require that the "freedom to engage in private carriage be so exercised as not to do irreparable damage to regulated for-hire carriage . . ."

He then cited back-hauling for compensation under buy-and-sell arrangements as one of these abuses. In discussing the solution, the speaker discounted the possibility of correction through more stringent enforcement.

Mackie also saw little hope in redefining the term "private carrier by motor vehicle," as recommended by the Weeks' report.

"Economic regulation of a carrier," Mackie explained, "is in no way dependent upon its falling either within or without the private carrier definition. That status is dependent upon falling within or without the definition of common or contract carrier."

The speaker favored the ICC recommendation of a new Section 203 (c) being added to the act. Mackie, however, would add a provision to the effect that no one may transport property in interstate commerce for compensation or in furtherance of any commercial enterprise unless he is (1) a common carrier, (2) a contract

carrier, or (3) the carriage falls within the definition of "private carrier of property by motor vehicle," which must be more restrictive than heretofore.

ATA Speaker

Presenting "The Position of the Motor Common Carrier with Reference to Private Carriage," Thomas F. Robertson, executive director of the ATA group, proposed "an affirmative program" in which the two groups "can properly, and with mutual benefit, join."

"The continued growth of private carriage poses a continuing problem to the motor common carrier," the truckers' association official said.

Claiming that the time has come for both parties to sit down and attempt a mutual solution, Robertson said that ATA has attempted to do this on a staff level.

"We motor common carriers believe in private carriage where the person owns the property or is the bailee . . ." Robertson said. "Everything else, we believe, should be subject to regulation."

Turning to another part of his association, the speaker said that the ATA Private Carrier Conference believes the present definition of private carriage is clear and distinct. Persons defined in a suggested amendment to the law pre-

sent only an enforcement problem to the ICC, Robertson said.

Motor common carriers believe differently, he continued. They agree with the ICC "that what the present definition does not provide and what it should provide is 'some means of discovering and establishing that certain persons allegedly operating as private carriers are in reality not doing so, but are, in fact, transporting for others for compensation.'"

Robertson saw the possibility of a solution in a series of meetings involving the Private Carriers Conference, the PTC, and the motor common carriers.

PTC Gains Reviewed

William H. Ott, general traffic manager of Kraft Food Co. and a former president of the PTC, reviewed the gains of the council and the long battle in the courts to establish the present standards for determining the rights of private carriage.

Supporting the view that the common carrier's difficulty was one of policing and enforcement rather than definition, he said that the Private Truck Council likes the present regulations and doesn't want a change in them.

At the opening luncheon, more than 200 safe driving awards were
(Please Turn to Page 73)

Private Trucking

Private Truck Council backs Carrier Act of 1935, opposes U. S. Census of Transportation, re-elects officers and directors, hears new laws outlined, and presents awards at 18th Annual Convention

Looks to Tomorrow

Business uses fast-growing truck leasing programs to free capital and personnel for production work, speaker says at Private Truck Council Convention

By Dr. John H. Frederick, *DA Transportation Consultant*

TRUCK leasing, a method of freeing capital and personnel while keeping the advantages of private carriage, is growing rapidly in the United States. It has been estimated from various sources that, in 1956, there were 225,000 leased trucks in operation.

There are really three broad plans. Each can be varied in many details to meet the needs of the user. These plans and their features are:

Full Service Leasing—A form of private ownership under which a truck leasing organization owns the trucks. The leasing organization assumes full responsibility for the proper care, maintenance, physical condition, and appearance of the trucks at all times.

The contract stipulates that none but the user's drivers or agents shall ever drive the equipment. No product or merchandise other than his shall be hauled in it unless the user agrees. The equipment is painted and lettered to the user's specifications. It is designed and engineered and often built exclusively for his work and retired only upon the user's instructions. Should the user, at a future date, cancel the agreement, he is obligated to buy the truck at a predetermined depreciated book value.

Full service leases usually run

for three years. The user does not have to buy a thing. He provides the driver and pays a single invoice each week based on a daily rental plus a mileage rate. He knows his truck costs as they occur, part of them in advance, and is able to budget expenses accordingly. There also is great flexibility. In most such arrangements more or less equipment may be used from time to time.

Full service leasing is adaptable to almost any truck need, either for local deliveries or over the road. It is particularly advantageous to those concerns just starting to provide their own transportation. It also is of advantage to concerns operating large fleets nation-wide, but with only a few trucks at each location.

The pros and cons of truck leasing boil down to a matter of costs something like the problem of private vs. public warehousing. It is a situation where a complete specialized service is being considered against something a company may try to do for itself. The experience of many users indicates that, everything considered, it *does not* cost more to use full service leasing than to do it all for yourself.

Guaranteed Maintenance — A service provided by manufactur-

ers. It involves buying trucks which then are maintained at the manufacturers' facilities. Contracts provide that the user-owner make the vehicles available at set periods for maintenance. Road maintenance service also is provided. The owner employs the drivers. The trucks are, however, the property of the user.

Guaranteed maintenance assures users that, over a certain number of miles provided in the contract, each unit will cost a certain amount from a mechanical standpoint. Charges do not include accidents, abuse, or neglect. Long term financing on the usual chattel mortgage basis frequently is tied in with a guaranteed maintenance plan.

Finance Leasing—Involves the use of a true lease. The title never passes to the original lessee. This plan is carried on by manufacturers direct with users as well as by leasing companies. It involves the lease-back principle.

There are a great variety of finance leasing plans but those most commonly found are:

1. A lease of 50 months with renewals thereof on an agreed basis of so much per month. One year renewal is guaranteed as a definite option. The lessee is certain of the vehicle for a minimum of 62 months. The one year renewal usually is offered at a nominal amount, regardless of the original cash selling price in the lease.

2. A lease providing for accelerated payments during the first 25 months and reduced payments during the second 25 months with the same one year renewal option at \$60 per vehicle. A typical plan of this nature calls for 65 per cent of the vehicle's cost being paid in during the first period and 35 per cent during the second.

3. This type calls for the use of Type 1 or Type 2, but with renewals up to and including 10 years. These 10 years or portions thereof to be at the rental of \$7 per month per unit. The maximum lease time available can be for as much as 14 years and two months. This plan obviously is designed for extremely low mileage operations.

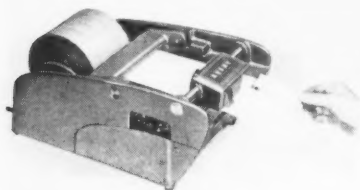
Full service leasing, guaranteed
(Please Turn to Page 74)

PRODUCTS

... FOR FURTHER INFORMATION

New Label Dispenser

A new dispenser for pressure-sensitive labels is designed to adapt itself to the operator's speed. Developed by the Avery Adhesive Label Corp., the E6-6 is particularly useful in conveyor line applications. Labels are



fed to the operator singly or in rows up to 10. Removing the last label in the row automatically causes the next row to appear. It weighs only 26 lb and is 15 1/4 x 8 3/4 x 6 3/16 in.

Circle 40 on Card Facing Page 49

Extra Helper's Cab

Baker-Raulang Co. has designed a unique twin-cab version of its side-loading fork truck to meet the re-

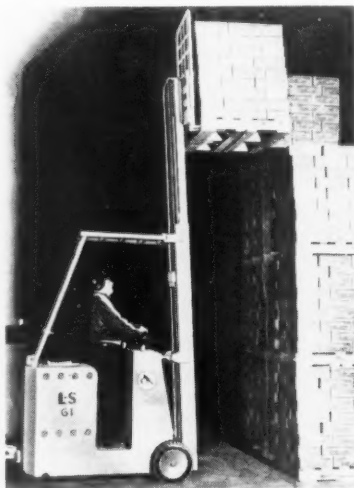


quirements of a major steel company. Since a helper can sometimes speed operations and the truck often operates at a distance from yard crews, it was decided that the helper should ride in style. All controls are in the operator's cab. The other cab is just for transportation.

Circle 41 on Card Facing Page 49

Cold Storage Fork Truck

Optional features for operation in sub-freezing areas have been developed by Lewis-Shepard Products, Inc., for a new electric fork truck. Features available on Model E include corrosion-resistant construction

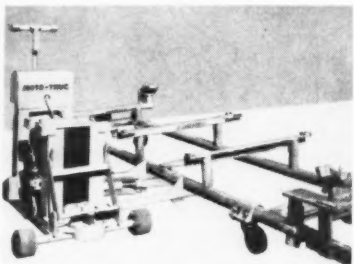


—a brake enclosure, chrome-plated brake cams, special hydraulic oil and lubricants in driveaxle housing and steering box, sealed bearings with water-resistant lubricants, and protective coating on the truck's underside. Capacities extend from 1000 to 4000 lb. Fork elevations range from 100 to 147 in.

Circle 42 on Card Facing Page 49

Side-Hitch Tractor

For trailers loaded with bulky materials which overhang the ends, The Moto-Truc Co. has developed a spe-



cial side hitch tractor. The walkie-type truck operates from a position alongside the trailer, the coupling being

made by an electric-hydraulic clamp which engages the underside of the trailer frame. The clamp arm is pivoted so that it can be used on either side of the tractor or locked in a vertical position permitting conventional use. It is 33-in. wide and 44-in. long and is powered with a 12-volt battery. Controls provide two speeds forward and reverse.

Circle 43 on Card Facing Page 49

Electronic Scale

Toledo Scale Co. announces a new line of electronic load cell scales. This development, gives users the benefits of electronic instrumentation in indicating and recording weights and permits realization of the full accuracy



obtainable in the load cells. Basically, the scales consist of two main elements: The load cells with platform or load suspension unit, and an electronically actuated servo-type indicating mechanism.

Circle 44 on Card Facing Page 49

Two New Pallet Rollers

Two types of pallet rollers—a swivel type that will go in any direction and a heavy-duty model—have been developed by Penco Engineering Co. The swivel type has a 4000-lb capacity and consists of 10 large-diameter heavy-duty rollers. Three center rollers on each side are lower than the end rollers, thus giving greater maneuverability. The dolly-type heavy-duty roller has a capacity range from 2000-4000 lb and is used in a two-way direction.

Circle 45 on Card Facing Page 49

and EQUIPMENT

PLEASE USE THE READERS' SERVICE CARD • • PAGE 49

Electric Street Truck

Cleveland Vehicle Co., working closely with The Electric Storage Battery Co., has developed a versatile new electric delivery truck for urban delivery applications. On short, multiple-stop routes, the manufacturer

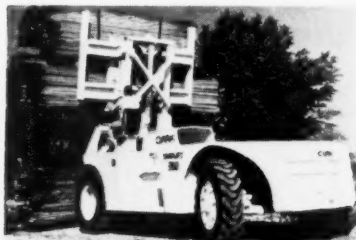


claims, it speeds delivery while effecting saving over other types of trucks. The C-V saves time, it is claimed, because of fast starting and fast, smooth pickup. It has no clutch or gears, no automatic transmission to service, no fan belt, no spark plugs, no oil and no radiator. The motor does not idle during stops and motor vibration and noise are eliminated.

Circle 46 on Card Facing Page 49

35,000-lb Fork-Lift Truck

Clark Equipment Co. has announced a new 35,000-lb capacity fork truck for yard operations. A power shifted, four speed transmission, coupled with

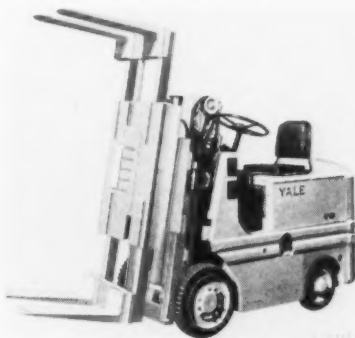


a torque converter and a 404 cu. in., six-cylinder gas engine, provides power for operation over rough terrain. Placement of the driver at left front insures full visibility when raising or placing a load. The Y-350 has underclearance of 14 in. at the up-right. It is 241 in. long, 124 1/4 in. wide, and weighs 47,000 lb. Wheelbase is 155 in. and turning radius 231 in. Maximum speed is 16 mph.

Circle 47 on Card Facing Page 49

Fork-Lift and Clamp Truck

For operations where a single piece of equipment is required to handle both palletized loads and bales, The Yale & Towne Mfg. Co. has developed a heavy-duty rotating industrial lift truck attachment.



The attachment uses two sets of hydraulically controlled, 8-in. wide forks mounted on opposite sides of the fork carriage for clamping surfaces. As a clamp it can pick up bales varying from 27-75 in. in width.

Circle 48 on Card Facing Page 49

Medium-Duty Fork Lift

Simplified hoisting mechanisms are featured on two new fork trucks announced by Mercury Mfg. Co. Models 730 and 830 have capacities of 7000 and 8000 lb, respectively. Balanced suspension eliminates destructive side forces when handling off-center loads. Battery compartments of both models will take up to 18 cells of 29-plate high-type lead-acid battery, 30 cells

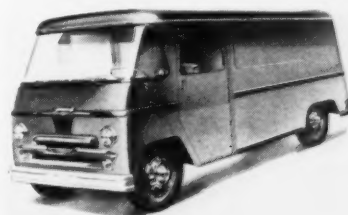


of MC-10 nickel alkaline battery, or a gas-electric unit. Low overall height permits lower operator position and allows more overhead clearance. Model 730 is 126 1/4-in. long and 46-in. wide. The larger model is 132 1/4-in. long and 46-in. wide.

Circle 49 on Card Facing Page 49

Heavy-Duty Delivery Truck

Chevrolet Motor Div. has started production on two new two-ton truck chassis designed especially for heavy-duty multi-stop delivery service. The new models are forward control chassis with a capacity up to 18,000 lb

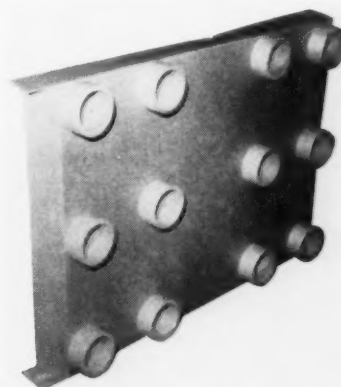


gw, or 8000 more than any previous Chevrolet of this type. Forward control makes shorter overall length for better maneuverability in traffic. Special arrangement of chassis components allow many variations in body design.

Circle 50 on Card Facing Page 49

Expendable Pallets

The spiral wound chipboard tubular post pallet shown here, along with a convolutely wound corrugated post type pallet, are the two latest expendable pallets to which Signode Steel



Strapping Co. has acquired ownership rights. Signode announces that it is able to grant one license for the use of the patents which will enable the corrugated and solid fiber industry to make, use, and sell these paper pallets.

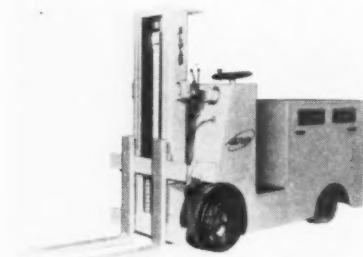
Circle 51 on Card Facing Page 49
(Please Turn Page)

PRODUCTS and EQUIPMENT

CONTINUED FROM PREVIOUS PAGE

Heavy-Duty Fork Truck

Designed for use under severe operating conditions, a new 6000-lb capacity heavy-duty fork truck has been introduced by Elwell-Parker Electric Co. As a stand-up model, the truck provides ease of mounting and de-

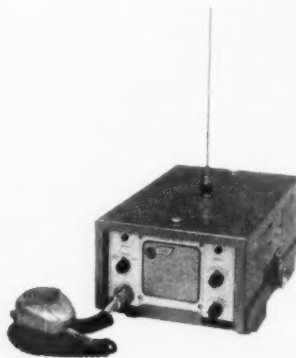


mounting, which is valuable where operators must leave the truck frequently during their daily jobs. And an unobstructed operator's compartment permits mounting from either side. The new truck presents maximum visibility for the operator, hydraulic lift and tilt, and hydraulic wheel brakes.

Circle 52 on Card Facing Page 49

Mobile Radiotelephone

Kaar Engineering Corp. has developed a new small, low-powered industrial radiotelephone for installation on materials handling equipment. The

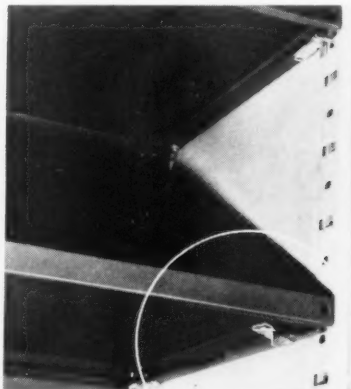


new IMP is capable of performing triple duties of base station, mobile station, and mobile public address system. The IMP has a range of two miles under average conditions. It can operate on 6 or 12 volts dc, or 117 volts ac.

Circle 53 on Card Facing Page 49

Adjustable Steel Shelving

Shelves that can be re-positioned without unloading are featured in a new rapidly assembled steel shelving designed by the Standard Pressed Steel Co. Removing of shelves without tilting permits changes in heights of loaded shelves. There are no ob-

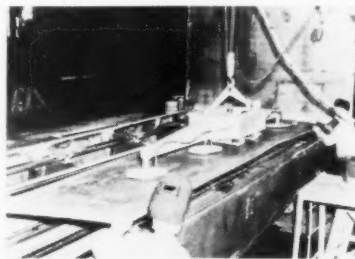


structions at the uprights taking up shelf space. A two-man team can assemble a closed unit 36-in. wide, 18-in. deep and 87-in. high complete with seven shelves in about 10 minutes. Shelves in the Hollowell Erectomatic system are supported at each end by a removable shelf support. Pivoted locks attached to the supports are swung shut to engage the lower flange of the shelf.

Circle 55 on Card Facing Page 49

Vacuum Handling System

A solution to the handling of non-porous materials where size, flexing, and surface protection are important considerations is claimed for a new



vacuum lifting system made by the Vac-U-Lift Co. It incorporates the principle of induced vacuum with one or more lifting pads. Vac-U-Lift uses a vacuum power pack with an efficient rotary pump controlled by a five-way solenoid valve. Positive sealing of the pads is controlled through a special sealing ring attached to the perimeter of the pad. No load is imposed on the ring. A safety feature is the reserve vacuum system which maintains positive grip, while lifting, even in event of a power failure. One man using remote push-button controls can handle the complete lifting operation. A single system will handle as much as 16,000 lb.

Circle 56 on Card Facing Page 49

Composite Steel and Aluminum Vans



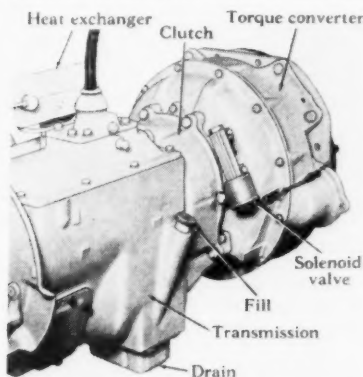
Fruehauf Trailer Co. has added to its line of volume vans a new composite steel and aluminum unit available in straight or drop frame design with either exposed post aluminum or

smooth panel beaded aluminum panels. Low maintenance and high efficiency are claimed by the manufacturer. The new models will be available only as 35-ft tandems.

Circle 54 on Card Facing Page 49

Heavy-Duty Transmission

Advanced truck performance, fuel economy, and reduced driver effort are claimed for the new Select-O-Matic transmissions developed by International Harvester Co. for heavy-duty trucks. It includes an electro-hydraulic clutch and high-efficiency torque converter in combination with a five-speed synchromesh transmission. Positive control of gear selection is maintained at all times, for greater safety under all operating conditions. Automatic torque multiplication is achieved through the con-



verter which doubles the torque transmitted to the wheels when starting and prevents engine lugging. When more torque is required for acceleration or slight upgrades the converter automatically supplies it. As a result, engines operate in maximum efficiency ranges for longer periods and the need for two-speed axles and auxiliary transmissions under normal conditions is eliminated.

Circle 57 on Card Facing Page 49

All-Purpose Lift Truck

An all-new pneumatic tire lift truck, having the compactness to work inside a single-door boxcar, and the traction to handle 7000 lb loads over rough yard terrain, has been de-

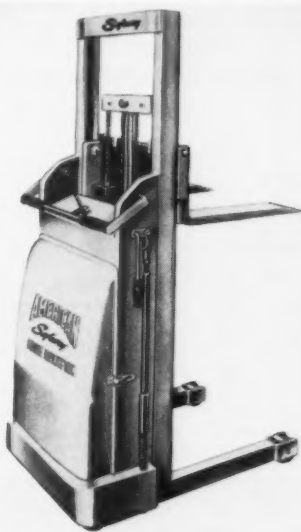


veloped by the Hyster Co. With a long wheelbase for stability and compact dimensions for close-quarter work, gasoline powered Model 70 features maximum power for handling unitized loads. Turning radius is 100 in. and length 106 in. Among the attachments is a crane boom which can be used for unloading gondola cars.

Circle 58 on Card Facing Page 49

Portable Elevating Trucks

The American Pulley Co. has completely redesigned its portable elevating trucks. In addition to fork and



platform trucks, the series includes drum stackers and straddle models. Maximum loads range from 1000 lb for pedal-operated models, to 1500 lb for battery-powered type. Standard models lift as high as 96 in.

Circle 59 on Card Facing Page 49

Battery-Charger Combination

Electric-driven walkie-type trucks are now available with battery and charger combination units. Automatic Transportation Co., producer of the trucks, claims a saving of up to 23

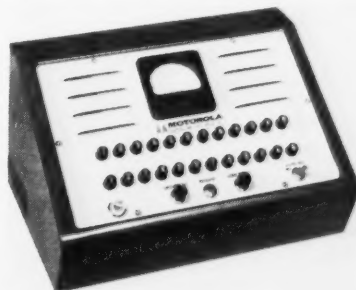


per cent in initial capital investment in batteries and chargers. The charger can be plugged into any 115 volt 60 cycle AC lighting circuit to charge the battery whenever the truck is not in use. If the battery is fully discharged, it can be recharged in 10-16 hours. No attendant is needed, as the charger will automatically cut the charging rate so that indefinite charging may continue without harm to battery.

Circle 60 on Card Facing Page 49

Single-Unit Console

A single-unit console providing complete selective calling facilities for land-mobile two-way radio base stations has been announced by Motorola, Inc., Communications & Industrial Electronics Div. It combines

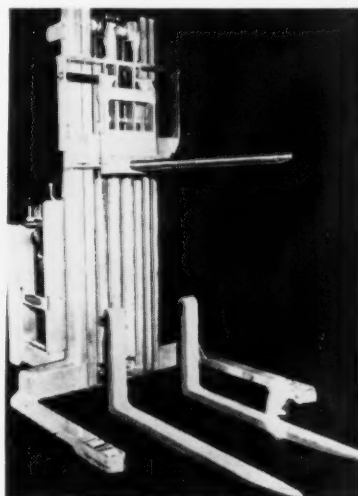


all tone signaling elements in a single package. The console can be added to any existing two-way radio system. With the addition of selective calling facilities, a mobile receiver responds only to calls specifically directed to it. Simultaneous selection of several units is achieved with a single two-tone code. Additional selector boxes can provide as many as 320 pre-selected codes.

Circle 61 on Card Facing Page 49

Dual Purpose Lift Truck

A double purpose truck which handles cloth rolls and high stacks palletized goods has been developed by The Raymond Corp. The truck, for stacking, is fitted with hookon forks. When cloth rolls are being handled, a 2 1/4-in. diameter ram is inserted into the cores of the rolls. Built to handle 4000-lb pallet loads, the forks elevate to 152 in. The straddle base forks eliminate counterweight and allow the trucks



to operate in narrow aisles. Dual, floor-protective Nylon wheels in the base forks are 3-in. in diameter.

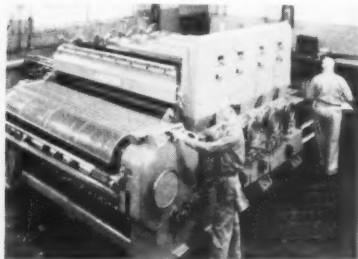
Circle 62 on Card Facing Page 49
(Please Turn Page)

DA NEW PRODUCTS and EQUIPMENT

CONTINUED FROM PREVIOUS PAGE

Packaging Machinery

The Samuel M. Langston Co. is producing a new-design printer-slotter which gives improved registry in four-color printing of corrugated boxes. Its split construction permits the press to be set up quickly and allows for the addition of new stations as



changes occur in printing methods and inks. The main drive operates a splined shaft. Each section—slotting, printing, and feeding—is driven individually from the shaft. Supplementary hydraulic motors drive the various printing rolls and lock, open, and close the machine. Several sizes are available.

Circle 63 on Card Facing Page 49

Shipping Container

A new printed shipping container, specially die-cut to eliminate a need for separate inner packing is being



used to ship 5-gal spout cans of motor oil. The one-piece container, produced by the Robert Gair Div. of Continental Can Co., is constructed to eliminate five separate inserts previously required.

Circle 64 on Card Facing Page 49

Electric Lift Truck

Lifting, travel and steering are all electric in a new stand-up, battery-powered low lift made by Barrett-Cravens Co. Physical effort on the part of the operator is reduced. All movements are controlled by means of push buttons located in the handle. It also can be used as a walkie when desired. Available with 4000 and 6000

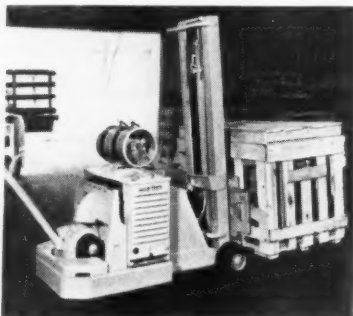


lb capacities and a wide range of platform lengths, it has a 6-in. lift.

Circle 65 on Card Facing Page 49

LP-Gas Power Pack

A bantam-sized LP-gas power unit designed to fit electric powered hand trucks is being produced by The Ready-Power Co. It features instantly available, continuous duty electric power plus economy. It can be installed quickly on any make electric hand truck with power compartment

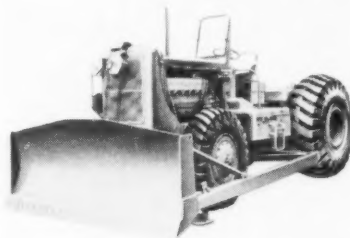


of adequate size. Removable end plate and hinged cover plate permit easy access to the engine and generator.

Circle 66 on Card Facing Page 49

Four-Wheel-Drive Tractor

Fast travel and work speed is combined with high tractive effort in a 300-HP four-wheel-drive tractor introduced by Caterpillar Tractor Co.



Primary applications will be in powering scrapers, bulldozing, and logging. Accordingly, three arrangements are being offered, each including the necessary attachments. In addition it is a utility tractor.

Circle 67 on Card Facing Page 49

Intraplant Mail Truck

West Coast Machinery, Inc., has introduced a new electric-powered vehicle for delivering intraplant mail.

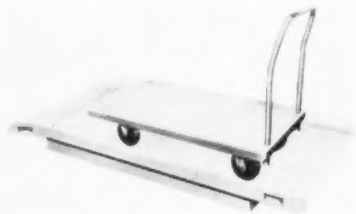


The Westcoaster has a payload capacity of 1000 lb and can seat two persons. Cost of all-day operation is estimated at about five cents.

Circle 68 on Card Facing Page 49

Hand Trucks, Dock Boards

A new line of aluminum hand trucks and dock boards has been announced by Voltz Brothers, Inc., manufacturer of aluminum truck bodies.



The hand trucks feature a formed aluminum deck with rounded corners and an adjustable wheelbase for control of turning radius. Dock boards are built with safety tread plate, rounded extruded curbing with hand grips, and beveled edges.

Circle 69 on Card Facing Page 49

**FREE**

LITERATURE

Tackers and Staplers

An illustrated folder describing a complete line of tackers and staplers for the shipping and packaging industry is offered by the **Fastener Corp.** This equipment is designed to staple everything from shipping tags and corrugated cartons, to the linings in box cars.

Circle 70 on Card Facing Page 49

LP-Gas Fuel Systems

New specification sheets available from **Hyster Co.** describe Underwriters' Laboratories, Inc., approved LP-Gas fuel systems now offered for certain Hyster-built industrial trucks ranging up to 20,000 lbs load capacity. These include the Hyster 20, 30, 40, 50, 60, 70, 80, 150, 160, 180 and 200 lift trucks on pneumatic tires and the Hyster Space Saver 30, 40, 50 models on cushion tires.

Circle 71 on Card Facing Page 49

Heated Door Gasket

Jamison Cold Storage Door Co. has prepared a booklet on Frostop which prevents frost or ice formation on the gasket contact areas of all Jamison doors for low temperature service. Available as an optional feature, the unit consists of thermostatically controlled heater cables embedded in the frames where the gaskets of the door make contact.

Circle 72 on Card Facing Page 49

Elevating Platform Truck

A four-page bulletin giving specifications and drawings on the Model LO-2, 4000-lb low-lift platform electric-driven industrial truck has been prepared by **Automatic Transportation Co.**

Circle 73 on Card Facing Page 49

Steel Shelving Catalog

How to plan storage areas efficiently is featured in a new 36-page catalog of steel shelving prepared by the **Berger Div. of Republic Steel Corp.** A typical flow chart in the catalog illustrates how planning storage units can eliminate wasted space, time, and effort.

Circle 74 on Card Facing Page 49

Shipment Addressing

A new 16-page booklet "How to Streamline Your Shipment Addressing for Speed and Economy" has been prepared by **Weber Marking Systems, Div. of Weber Addressing Machine Co., Inc.** It illustrates and describes seven modern systems for fast, low cost addressing of labels, tags and cartons.

Circle 75 on Card Facing Page 49

Pallet Dolly Circular

Samuel Olson Mfg. Co., Inc. has prepared a pallet dolly circular illustrating and describing their complete line of pallet dollies, roller conveyor ramps and special assembly dollies.

Circle 76 on Card Facing Page 49

Impact Measuring Device

Spotting where damage occurs in shipping and handling is possible with the **Impact-O-Graph**, measuring instrument which makes a visual record of impact, acceleration, and gravity. A new **Impact-O-Graph Corp.** folder lists 17 cases in which this product was used to find cause of damage in distribution of goods.

Circle 77 on Card Facing Page 49

FILMS

Seaway Building

Planning and development of the St. Lawrence Seaway, a project rivaling the building of the Suez or Panama Canals, is told in a documentary style in a new color, sound film, "The Eighth Sea," presented by **Caterpillar Tractor Co.**

Walter Cronkite, television commentator, narrates the film. Importance of the waterway to the world is explained during films which show construction of great coffer-dams, the diverting of a river, and removal of rapids.

The 28-minute film is available by writing to the Advertising Div. of the **Caterpillar Tractor Co., Peoria, Ill.**

Dock Ramps

Globe Hoist Company's line of Trans-O-Matic ramps is described in a six-page illustrated bulletin. These power-operated, automatic-leveling dock ramps have a capacity rating of 20,000 lbs for both roll-over and cross-over loads.

Circle 78 on Card Facing Page 49

LP-Gas Carburetion

Century Gas Equipment Co. has prepared a folder "How to Reduce Fork Lift Operation Costs with LP-Gas." It gives three ways to save up to 50 per cent of truck operation costs.

Circle 79 on Card Facing Page 49

Floor Truck Catalog

A new 28-page catalog prepared by **Nutting Truck and Caster Co.** gives illustrations and specifications on trailers, drag-line trucks, dollies, jacks and skids, wagon trucks, barrel handling equipment, 27 different models of two-wheel trucks and four-wheel platform trucks plus a variety of casters and special duty trucks.

Circle 80 on Card Facing Page 49

Pressure-Sensitive Tapes

Minnesota Mining and Manufacturing Co. is offering a folder describing uses and applications for printed and die-cut pressure-sensitive tapes. These tapes can be used to inexpensively identify standardized stock items, odd-shaped products, etc.

Circle 81 on Card Facing Page 49

Household Goods Handling

Culbertson Warehouse & Deposit Co. has prepared a folder introducing the "Porta-Pak" system of the unit load method of moving and storing household goods.

Circle 82 on Card Facing Page 49

Pallet Catalog

An eight-page catalog on wire-bound pallet boxes has been announced by **General Box Co.**

Circle 83 on Card Facing Page 49
(Please Turn Page)

Free Literature . . .

(Continued from Preceding Page)

Carrier Minimum Charges

The National Small Shipments Traffic Conference has published an eight-page Comparative Statement of Minimum Charge Scales (with specific examples), in the various motor rate bureau territories.

Circle 84 on Card Facing Page 49

Lined Steel Pails

Steel pails with linings tailored to the product to be shipped are being produced by **Bennett Industries, Inc.** A folder by the company offers tests of the product to be packaged to determine which of five lining materials is better. In addition to pails, drums are also lined by the process.

Circle 85 on Card Facing Page 49

Trucks & Tractors

Information on cab-over-engine lightweight trucks and tractors is available from **White-Freightliner Div., The White Motor Co.** Chassis diagrams, dimensions and specifications are contained on each sheet dealing with specific models.

Circle 86 on Card Facing Page 49

Site Selection

Pennsylvania Department of Commerce is offering plant location data. The Department maintains a central, state-wide file and clearing-house of plant location information, including maps, local, state and Federal statistics, etc.

Circle 87 on Card Facing Page 49

New Hydraulic Crane

Equipment costing less than the wages of a man converts a storage yard into a warehouse in a case study of hydraulic crane operation released by **Austin-Western Works, Baldwin-Lima-Hamilton Construction Equipment Div.** A hydraulic crane and trailer, costing less than \$15 per day, is used by a tableware company for outdoor materials handling.

Circle 88 on Card Facing Page 49

Screw Conveyor Bearings

A six-page folder has been published by **Link-Belt Co.** describing new related ball bearing equipment being added to their complete screw conveyor component line. Low starting friction and free-rolling action of all these ball bearing components results in minimum horsepower requirements and negligible maintenance costs.

Circle 89 on Card Facing Page 49

Fork Truck Booklet

Allis-Chalmers describes the design, engineering, construction and operating features of its fork lift trucks, towing tractors and Chore Boy platform trucks in a new 20-page catalog. Photographs, illustrations, dimensions and specifications of each unit are included.

Circle 90 on Card Facing Page 49

BOOKS

Railroad Freight Tariffs

The Railroads' Tariff Research Group has published a manual dealing with instructions to govern compilation and filing of railroad freight tariffs.

Entitled "Tariff Makers' Manual No. 1-A," the 300-page publication contains the latest information and data on rates and tariffs, and replaces a previous manual issued by the group.

The manual contains 24 topically arranged sections in two parts. One part covers all of the tariff improvement policies approved since the establishment of RTRG five years ago, and the other part includes related rules of ICC Tariff Circular No. 20.

The manual costs \$2 plus postage and may be obtained from Guthrie Lithograph Co., 1150 First St., NW, Washington, D. C.

Standard Pallet Sizes

A tentative draft of "Proposed American Standard Pallet Sizes" has been prepared by the Soc. of Industrial Packaging & Materials Handling Engineers.

After listing ten recommended sizes—seven rectangular and three square—the report gives the theories and factors which were considered in determining the series of sizes. Charts show proposed pallet sizes and area ratios, and percentage utilization of modern boxcar or trailer areas by pallets with 1-in clearance and with or without 1½-in overhang.

It contains 15 pages and is offered at \$1 plus postage from C. J. Carney, Jr., managing director, Soc. of Industrial Packaging & Materials Handling Engineers, 111 W. Jackson Blvd., Chicago 4, Ill.

For prompt service, use postage-free postcard provided to obtain **FREE LITERATURE** and **NEW PRODUCT** information described in this issue. All material is **FREE** unless otherwise noted.

Lift Truck Batteries

A specification bulletin covering the complete line of Slyver-Clad batteries for use with hand motorized lift trucks has been prepared by **C & D Batteries, Inc.** The specifications include data on battery ratings and capacities, details of design and construction, dimensions and weights.

Circle 91 on Card Facing Page 49

Industrial Locomotives

"Six Questions to Ask When Buying an Industrial Locomotive" is the title of a new booklet, the first of a series, prepared by the **General Electric Co.** Sixteen pages with photographs and charts answer questions of a prospective buyer.

Circle 92 on Card Facing Page 49

Gross Weigher

Richardson Scale Co. is offering a six-page bulletin describing and illustrating its automatic gross weigher and bagger. The Model E-52 weighs and bags adhesive and non-adhesive material in 25- to 100-lb bags.

Circle 93 on Card Facing Page 49

Automatic Counter

Pitney-Bowes, Inc. has prepared an illustrated folder on its Tickometer which automatically counts, dates, codes, endorses or otherwise marks a wide variety of paper forms. It handles from 500 to 1000 pieces per minute with 100 per cent accuracy.

Circle 94 on Card Facing Page 49

Battery Fork Truck Bulletins

Three new two-page bulletins describe and give full specifications on **Mercury Mfg. Co.'s** Yak and Yank battery fork trucks. These trucks are intended for heavy-duty materials handling applications. Bulletin 530 describes Model 530 Yak truck with a 5000-lb load capacity. Bulletin 730 describes Model 730 Yank fork truck with a 7000-lb load capacity. Bulletin 830 covers Model 830 Yank fork truck with 8000-lb load capacity.

Circle 95 on Card Facing Page 49

THE official call to the 66th Annual Convention has been issued by the American Warehousemen's Association. The convention will be conducted April 1-5 at the Chalfonte Haddon Hall, in Atlantic City.

More than 800 merchandise and refrigerated warehousemen are expected to attend. Meeting jointly will be AWA's two divisions—the National Association of Refrigerated Warehouses, and the Merchandise Division.

The program will include joint and individual business sessions. General sessions will be under the chairmanship of Millard Young, general chairman. Division sessions will be directed by C. J. LaMothe and Gilbert J. Stecker, Merchandise Division and NARW chairmen respectively.

Division Programs

The opening Merchandise Division program on the afternoon of April 2 will include reports of the officers and a committee round-up. In addition, C. B. Taylor, of Toronto, will talk on "A Proposed Cost Accounting Manual Program."

The following morning will be devoted to four addresses and panel discussions. Morris M. Stern, chairman of the Office Procedures Committee, will lead a discussion on "Documentation and Office Machines." This will be followed by a talk on "Pension and Profit-Sharing Plans."

George Odiorne, of the American Management Association, will speak on "What's All This Talk About Automated Warehouses?" (Mr. Odiorne's final installment in a two-part series on warehousing appears on Page 56 in this issue of DISTRIBUTION AGE.) Mr. Odiorne will be followed by R. H. Jacobs, of Jacobs Construction Co., who will speak on "Building a Warehouse in 1957."

April 4 will be devoted to a series of operational seminars.

The closing day will feature a report on the highlights of the operational seminars, an open forum discussion, a report of the Resolutions Committee, and election of officers.

The NARW's opening session on April 2 will feature reports from the officers and a special



G. J. Stecker
NARW President



M. W. Young
General President



C. J. LaMothe
Merchandise President

AWA Issues Call to Annual Convention

More than 800 merchandise and refrigerated warehousemen expected to attend 66th Annual Convention in Atlantic City from April 1 to 5

panel discussion on "Labor Management Problems." Clem D. Johnston, past president of the U. S. Chamber of Commerce and past general president of the AWA, will preside.

The afternoon session will include an address on "Your Business and Ours," by G. S. Jones, managing director of the Air Conditioning and Refrigeration Institute. He will be followed by Mr. Stecker speaking on "It's Your Business," W. E. Ready, NARW treasurer, speaking on "It's Your Money," and an address on "Profit Planning With Insurance," by H. C. Fisher, NARW insurance counsel.

"Labor's Plans for Refrigerated Warehousing" will be treated the following morning in a panel discussion. This will be followed by an address by Dr. Kenneth McFarland, educational director of

the American Trucking Association, Inc.

President Stecker will report on the recent Confidential Survey, to be followed by election of the executive committeemen.

The morning of April 4 will be devoted to panel discussions on "Let's Analyze Our Profit Picture," "Planning for Profit," and "Let's Get Our Costs Down."

Following lunch, Pin-Pointer Clinics will be conducted on break-up space, operations and handling, adding new services, loading docks, temperatures and commodities, and plant modernization. Highlights of these clinics then will be reported to the general membership.

The final day will include a panel discussion on "Profits Can Be Promoted," a report of the Resolutions Committee, and the installation of officers. •

Reciprocal Switching —Shipper's Privilege

In judging switching charges, the ICC must consider the charges as though they were to be charged by the carrier rendering the service. However, they may be absorbed by the line haul carrier

RAILROADS, in figuring line-haul rates, include a charge for delivery at the destination on the public or industry tracks of the destination carrier. If delivery is to be made by a carrier not participating in the line-haul, an additional switching charge is made by the switching carrier.⁶³

In a proceeding to determine the propriety of switching charges, the Interstate Commerce Commission must consider charges as though they were to be charged by the carrier rendering the service paid by the shipper.⁶⁴ However, they may be absorbed by the line-haul carrier in practice.

Switching charges usually are figured per car and include the switching of the car one-way empty. A flat switching charge generally is the most desirable. It avoids the expense of weighing cars. It prevents discrimination which might arise from weighing some cars and not others, and it reduces clerical work.⁶⁵

Charges

Switching charges largely are based on average conditions. They cannot be based wholly on distance. Although in most switching districts there are some hauls so long and difficult that their cost exceeds the charge collected, a

By Ben W. Erickson

flat charge is not less than reasonable. The governing factor is whether the carrier is receiving adequate compensation for the total switching service rendered within the district.⁶⁶

Any carrier has the right to charge a reasonable amount for whatever switching it performs for traffic coming from a connecting line. But it may not, to increase its share of competitive traffic, impose excessive switching charges.⁶⁷ Charges should be sufficient for services performed.⁶⁸ The Commission has said that, in determining the charge, consideration may be given to the cost of the service, the value of the property used, and the circumstances that the switching carrier will be deprived of the line-haul.⁶⁹ The third provision means that the charge for the interchange service should be adequate for the movement over the terminal considered by itself.⁷⁰

The charge for similar services in the surrounding territory generally is the best yardstick and often the determining factor.⁷¹

Editor's Note: This is the concluding article in a series of three by Mr. Erickson. The two previous articles appeared in the January and February issues of this year.

Occasionally a carrier will differentiate in its switching charges according to who is responsible for their payment. A lower charge is levied if the shipper pays, and a higher charge if it is absorbed by the carrier. This is to encourage the shipper to route via its line to avoid the switching charge. The competing carrier is discouraged from soliciting the traffic by the prospect of having to pay and absorb a higher switching charge.

The Commission has held that where switching service performed is identical as to competitive and non-competitive traffic, there is no justification for maintenance of different charges. Charges, differing widely dependent solely upon who pays them, are not justified.⁷²

Increasing switching charges for one carrier's traffic while lower charges are maintained for other carriers would result in unjust discrimination and undue prejudice.⁷³

Failure of a carrier to provide charges for switching of traffic to connecting lines is not unreasonable, unjustly discriminatory, or unduly prejudicial when the effect would be to compel the carrier to hand traffic over to its competitor and thus short-haul itself.⁷⁴

In most recent cases the reasonableness of proposed switching rates have been based upon actual cost as nearly as possible.



Reciprocal switching implies that carriers reciprocate in some manner. Reciprocity is evident in a terminal where each of the lines has a substantial number of industries on its tracks. Business to and from these various industries can more or less be shared. Where the amount of business shared is about the same for competing lines, the carriers often fix nominal charges knowing that the switching is about equalized.

Whether or not interchange switching charges are reciprocal is unimportant. The so-called reciprocity theory of establishing switching charges has been condemned by the Commission in several cases.⁷⁵

Carriers should try to conduct their switching operations for other carriers without loss. Charges based on cost are preferable to nominal charges based on reciprocity in service. The Commission has said that the switching charge should be closely related to the cost of the operation.⁷⁶

A carrier cannot justify an inequality in interchange switching service and charges on the ground of a difference in the degree of reciprocity as between the carriers.⁷⁷

Reciprocal switching charges made without regard to the cost of the service may not be an ac-

curate measure of a reasonable charge for a particular switching service.⁷⁸

Absorption

Railroads are, for the most part, willing to absorb connecting line's switching charges only on competitive traffic. A railroad cannot, however, be compelled to absorb switching charges in the absence of unjust discrimination or undue prejudice.⁷⁹

The Commission has held in a number of cases that carriers may lawfully absorb switching charges on competitive traffic while refusing to absorb charges on non-competitive traffic, so long as all shippers similarly situated are treated alike.⁸⁰

In its absorption practices a railroad may not violate either Section 2 or Section 3 of the Act. The former prohibits unjust discrimination, and the latter requires that carriers do not subject shippers to undue or unreasonable preference or prejudice. The Commission may order the removal of the discriminatory charges or practices in absorption cases.

On several important occasions the Commission has required carriers to absorb switching charges on non-competitive as well as competitive traffic, when the services were similar.

In *Richmond Chamber of Commerce v. SAL Ry. Co.*, 44 ICC 455, the Commission had found that carriers serving Richmond absorbed switching charges only when the switching line competed with the line-haul carrier. This constituted unjust discrimination in violation of Section 2. In this case the company refused to absorb charges for substantially the same service when the switching line did not compete. The decision was contested on the question: "Consistently with Section 2, may a carrier make its absorption of switching charges dependent on whether the switching line is competitive?"

High Court Rules

The Supreme Court pointed out that the law aims to give all shippers equality of rights for carriage under substantially similar circumstances and conditions. The existence of competition cannot justify discrimination against shippers for substantially like services. The Commission did not hold, said the Court, that switching charges must always be the same, but that they must be alike where the service was rendered under substantially similar circumstances and conditions.

In another case, a carrier proposed cancellation of absorption of terminal switching charges on non-competitive traffic. It was found not justified by the Commission, reference being made to the above case.⁸¹

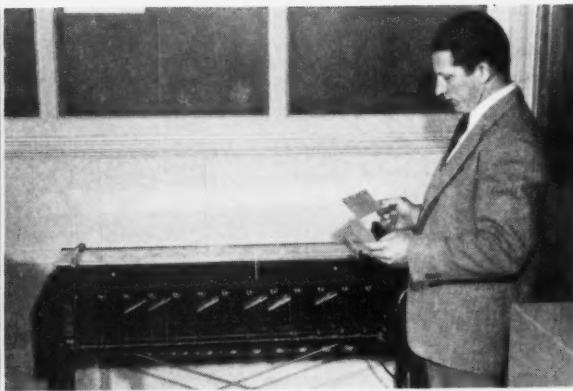
Different Terminals

Differences in absorption practices in different terminals on similar traffic has been condemned by the Commission. This is seen in *Minneapolis Traffic Assn. v. C&NW Ry.*, 245 ICC 11 and in *Minneapolis Traffic Assn. v. C&NW Ry.*, 266 ICC 729, with regard to grain and grain products at Minneapolis, St. Paul, Duluth and Superior. The Commission found that widespread absorption at important markets other than those complaining was strong evidence of the reasonableness of the practice, and of the unreasonableness of non-absorption practices at the complaining markets.

(Please Turn to Page 77)



As a bill of lading is prepared on the Remington Rand Synchro-Matic machine, a card is punched automatically



Automatic sorter in action. Final processing of punched cards is completed by Remington Rand's Service Bureau

Punched Cards Speed Customer Service

Mechanized paperwork produces better inventory control, improved proof-of-delivery procedures

By Ray Hamilton, Jr.

Frank Hamilton Warehouse, Inc., Cincinnati, Ohio

SUCCESSFUL public warehousing is dependent upon good customer service. Because of this, management must be on the alert for methods of improving service, while keeping operating costs at a minimum.

A punched-card paperwork system is helping us provide better service at lower cost. We decided on the punched-card system following a recent search for improved inventory control methods and proof of delivery procedures. The system has provided faster customer service and greater efficiency and accuracy in our internal operation.

Formerly, manual methods were used in inventory control and proof of delivery procedures. This method was slow, required extra

personnel, and multiplied the possibility of error.

The new system eliminated these objections. It is entirely mechanical. Three new business machines handle the complete operation. The machines are: A combination accounting and punch unit, an interpreter, and a sorter. Although the sorter was not a necessity, we installed it for convenience.

When a customer issues an order to withdraw stored items, our order clerk types a straight uniform bill of lading. The combination accounting and punch machine is used for this. The only extra operation is the insertion of account and product code numbers.

A punched card is produced

simultaneously and automatically by the electrically synchronized machine. The card is interpreted automatically and filed by account and product. This provides an immediate and accurate source of inventory information.

At the end of each month, these by-product cards are put through a tabulator at the machine manufacturer's service bureau. This produces a detailed list of inventory receipts and disbursements for each account. It also gives sundry service invoices for work performed, recurring storage invoices for the next month, and balance forward cards.

The list of inventory receipts and disbursements are forwarded to the customer by the third of the month. Under the old system, these reports were not completed until the tenth or eleventh. Also, with the new inventory receipts we are able to enclose invoices for storage and service.

The machines do in 90 minutes a job that took 10 days under the old system.

The same machines also have converted our old hand-post book-keeping operation to a completely mechanical system. Accounts receivable, with distribution, are handled by the machines. Also handled are accounts payable on voucher checks with account distribution.

Customer product identification code numbers are used wherever possible. This reduces paperwork for both the customer and for us. •

Part II:

By George S. Odiorne

Associate Director
Management Course
American Management Association
New York, N. Y.

Warehousing Riddle Finds an Answer

A VARYING number of technical warehousing problems face a business which, after a study of its economics, finds that operating its own warehouse is economical and feasible.

Within the scope of this short paper it would be impossible to discuss all of them at any length. However, there are certain basic principles and trends which are highpoints of good warehousing technique. Not all of these functions will be performed in every warehouse.

Laying Groundwork

In checking the functions which will or will not be done in your warehouse, you are laying the groundwork for the final step in a warehousing pattern, that of building construction and location.

These functions are:

1. Storing.
2. Handling.
3. Packing.
4. Crating.
5. Marketing.
6. Sorting.
7. Order picking.
8. Weighing.
9. Order make-up.
10. Handling pool cars.
11. Packaging and preservation.
12. Bottling or canning.
13. Taking sampling, or setting up sampling plans.
14. Trucking.
15. Security and safety.

Storage means putting things away so that they can be found again in the right quantity, keeping adequate records, rotating stocks, and not wasting space. At the same time the amount on hand should correspond roughly to the paper record of inventory. This is the heart of warehousing and is the main service which it makes in the distribution process.

In deciding functions to be done in warehouse, business lays groundwork for construction of building

Two cost items predominate:

1. Space conservation.
2. Accuracy of supply management.

I have found no real substitute in either of these regards for going out into the warehouse and looking at the stock. Taking physical inventories is costly, but is a constant and predictable expense. Lost products or miscounted stocks due to errors in reporting or record keeping, on the other hand, can be far more costly and less predictable. Nor is there a substitute for a look-see in maintaining a neat and orderly warehouse. The warehouse manager or engineer who tours the shed regularly has a great deal more control than the expert with the soul of an accountant who runs it from the front office.

I consider myself a staunch advocate of sound administrative methods and scientific management. I will defend statistical acceptance and sampling at the drop of a hat. I love cost accountants, and nothing makes me happier than to see a well kept stock record card. But I still say that the personal inspection is the key to warehouse management.

As an ordnance officer, I once found 183 trucks which shouldn't

have been there. As a production manager I once found a carload of fiber milk containers which didn't exist on paper, but physically were there—I knew it because I saw them.

You can't spend all of your time on the warehouse floor but you must spend some time there or you will not be abreast of things.

Planned Handling

Materials handling is certainly enough of a cost of distribution to merit organizing, planning, and control. Peter Drucker has said that the only significant gain in modern production processes has been in materials handling. Certainly automation is of keen interest to the warehouseman in the materials handling aspect at least.

Nevertheless, automation isn't as easy in the warehouse as on the continuous production line, for the burden of variety falls upon the warehouse. The individual items in a shipping order can be mass produced. It is, however, the customer order and not an inventory level which governs the final order to be picked from the shelves of the warehouse. In short, we can't look too hopefully at doing our materials handling in the warehouse by automation.

I know of at least two modern and highly publicized shipping centers which were opened with high hopes of great savings
(Please Turn to Page 68)

Editor's Note: Mr. Odiorne's remarks originally were presented in a paper entitled, "Warehousing," at the 10th Annual Industrial Packaging and Materials Handling Exposition and Short Course, sponsored by SIPMHE.

DA Materials Handling Primer—XVIII

1-A-2. Industrial Railroads

By D. O. HAYNES

DA Materials Handling Consultant

INDUSTRIAL RAILROADS—THEIR AREAS OF APPLICATION

Among the diversified users of narrow railroads are short-line railways, stone quarries, steel mills, foundries, car builders, sugar cane plantations, makers of explosives, salt mines, sand and gravel pits, cement plants, highway paving companies, sanitary plants, grain elevators, sulfur plants, creosoting plants, lumber industries, loading terminals, pulp and paper companies, shipbuilding, utilities such as power and light plants, and oil refineries. In steel mills, locomotives haul ingot cars, ore cars, and slag cars.

Some special types of conveyance do not lend themselves readily to hauling by other means. Ladle cars, hot metal cars, and slag cars are examples. In mining and quarrying operations, it usually is more economical to provide a number of small cars for loading at different points and then haul them out in a string rather than independently. This type of

operation accounts for the wide application in these fields. Comparison of this method of handling with trackless trains is made later in this series.

TYPES OF OPERATION

The type of railroading operations to be considered are those carried on within the confines of an industrial plant or mill, in mines, on docks, and similar locations. Usually systems of this kind are referred to as narrow gage railroads to distinguish them from the types used by common carriers.

Some industrial plants operate locomotives over standard gage tracks within their own properties. This is done to avoid rehandling such materials as coal, delivered by common carriers. Power stations, for example, so use a locomotive to move cars of coal to stock piles. An industrial plant with a heavy movement of railroad cars in and out finds it advantageous

to have its own locomotive available when needed.

The economic principle of utilizing a single, detachable power unit to move one or more carriers was first adopted by railroads when the steam engine replaced the horse. The principle has since been applied to other forms of transportation. The tractor-trailer train is an example. The basic concept is sound. It permits the maximum utilization of the power unit which is kept busy while the carriers are being loaded or otherwise kept inactive.

A complete industrial railroad system consists of three components:

1. Trackage.
2. Locomotives.
3. Cars.

In the following discussion of equipment, particular attention is given to the kind utilized in narrow gage operations for industrial plants, steel mills, shipyards, mines, etc.

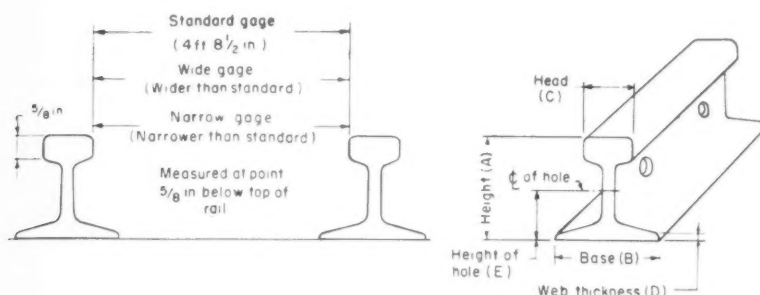


FIG. 1—GAGE AND TRACK DIMENSIONS

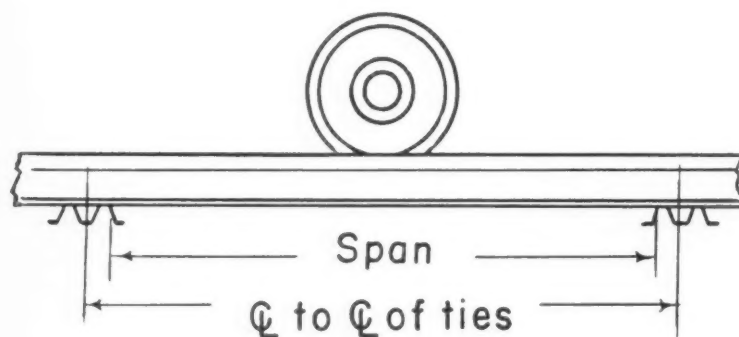


FIG. 2—HOW SPAN IS MEASURED

TRACKAGE SYSTEMS

Trackwork items include steel rail, steel ties, frogs, switches, switch stands, steel turnouts, portable track, crossings, and various accessories. Three types of trackage are utilized in the kinds of installation we are discussing. The first is built around standard narrow gage track and accessories. The second is made up of portable track sections. The third is composed of cast plate track elements.

RAILS

Rails are designated by a number, the hundredths part of which indicates the weight in pounds of a yard of that particular rail. Thus, a rail designated as ASCE (American Society of Civil Engineers), number 840, is one which weighs 8 lb to the yard. The range of rail weights per yard is from 8 lb to 131 lb. Rails for industrial transportation range from 8 lb for 18-in. gage up to considerably heavier, depending on the service re-

quired. The usual gage for the types of lines considered here is 24 in., with rails weighing from 12 to 25 lb per yard.

The West Virginia Steel & Mfg. Co. suggests a method for obtaining the size of rails to be used. Multiply the heaviest load to be supported by one wheel in tons by 12. This gives the minimum weight of rail, and good practice dictates rail sizes as shown below:

Weight of Locomotive or Car (ton)	Weight of Rail (lb)
6	20
8	25
10	30
13	40
20	60
30	80

The American Mining Congress has recommended for room work in mines 20, 30, and 40-lb rail, and for main haulage, 40, 50, 60, 70, and 80-lb rail.

Standard practice calls for 90 per cent of the trackage to be made up of 30-ft rails and 10 per cent shorts down to 20-ft rails. Rails are joined together by angle or splice bars and bolts.

TIES, CLIPS & FROGS

Wooden or steel ties and clips (Fig. 3) are used in industrial railroads. The latter are easier to install, hold the rails more securely, have a much longer life, and are lower in ultimate cost than the former. They are not a fire hazard and save tie plates and spikes.

Frogs are rail sections which permit the wheels on one rail to cross another rail of an intersecting track. The frog number is the ratio of its length (measured on the frog's center line) to its width, (Fig. 4) i. e., the number of inches in length necessary for a frog to spread 1 in. in width. For example, a No. 5 frog spreads 1 in. in 5 in. of length.

SWITCHES & TURNOUTS

Switches consist of two movable rails (Fig. 5) and the necessary connections to permit a locomotive or a car to turn from the track on which it is running to another. A turnout consists of a switch and a frog. Rather than describe all the component parts in such an arrange-

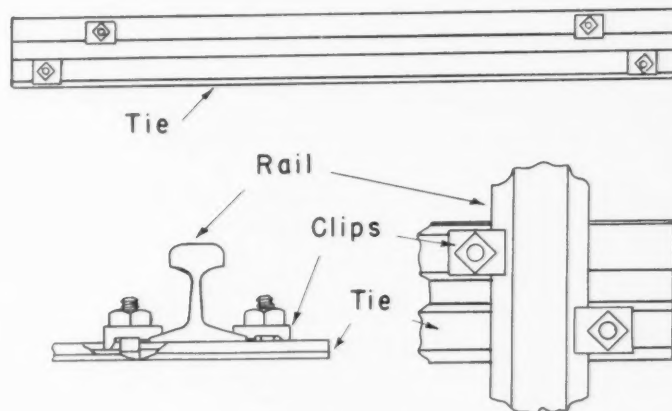


FIG. 3—STEEL TIE AND CLIPS

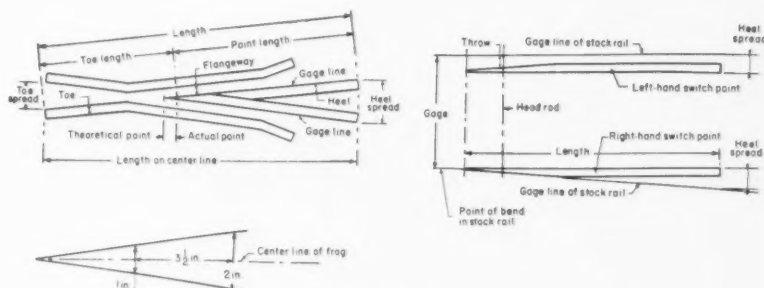


FIG. 4—FROG AND SWITCH DIMENSIONS

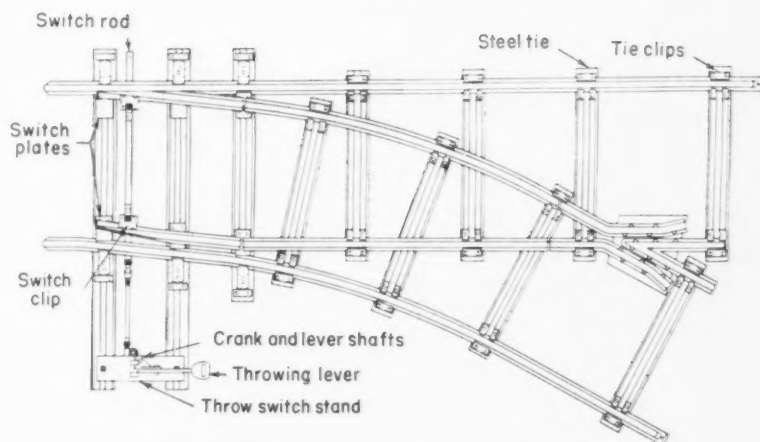


FIG. 5—THE PARTS OF A SWITCH

EDITOR'S NOTE: This series of copyrighted articles is being excerpted from a forthcoming book by the author. The editors of DISTRIBUTION AGE gratefully acknowledge the privilege of exclusive prepublication magazine rights.

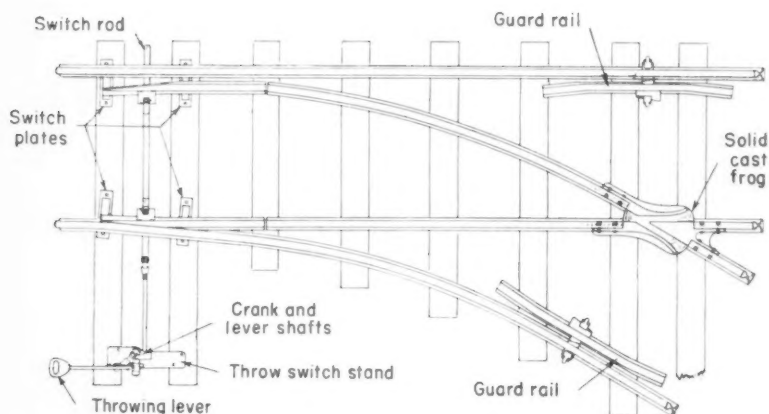


FIG. 6—PARTS OF A TYPICAL TURNOUT WITH SPLIT SWITCH AND CAST FROG

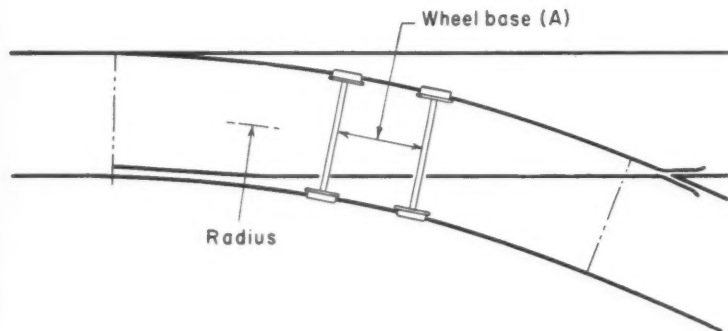


FIG. 7—RADIUS AND WHEEL BASE

LOCOMOTIVES FOR INDUSTRIAL RAILROADS

The steam locomotive was the first type utilized to power industrial railways, but the trend, as in standard gage operations, has been to electric and internal combustion locomotives.

The following comments on the pros and cons of the various types of present-day industrial-type locomotives are based on information given by the representatives of leading manufacturers of these power units.

The trolley electric locomotive and the type powered by a storage battery are used extensively in mines, if not actually where objectionable or dangerous fumes would be undesirable or harmful. For many years, those considerations ruled out gasoline or diesel units. A diesel engine now has

been developed with an exhaust conditioner which is acceptable to most state and Federal authorities for mine operations where proper ventilation is provided.

In normal industrial applications, the electric trolley locomotive is expensive because of the overhead wires which must be installed and maintained. In some instances, these wires would interfere with the flow of other traffic. Battery locomotives are not used widely, except in mining operations, because of the need of constantly recharging the storage batteries.

GASOLINE OR DIESEL

Frequently the choice between gas-

ment, Fig. 6 shows the various elements in a typical turnout. The guard rails form flangeways to guide rolling stock passing through the frog.

In addition to switches, there are crossings which can be secured in any angle from 30 to 90 deg.

All of the track equipment shown can be obtained in various styles to meet given requirements. The sample indicates the purposes of the components.

TABLE I

Rail Size	Span in Inches				
	18	24	30	36	42
12	2,800	2,100	1,680	1,400	1,200
16	4,488	3,366	2,693	2,244	1,923
20	6,355	4,766	3,813	3,177	2,725
25	7,866	5,900	4,720	3,933	3,372
30	11,238	8,433	6,746	5,622	4,816
35	13,422	10,066	8,053	6,711	5,752
40	16,088	12,066	9,653	8,044	6,895
50	22,133	16,600	13,280	11,066	9,485
60	29,422	22,066	17,653	14,711	12,609

TABLE II

Wheelbase A (in.)	24	28	32	36	42	48	52	60
Minimum recommended radius (ft)	15	18	21	24	28	32	36	40

Portable track comes in three types—clipped, bolted, and riveted construction. Sections usually are 15 ft long, but can be made in any length. Ties usually are spaced 36 in. apart but can be varied to suit conditions. Slice bars normally are employed to connect sections. Track of this kind frequently is laid as a permanent installation; but its real usage is where a temporary setup is desirable. Straight and curved track sections and a variety of turnouts are available.

oline and diesel fuel is based on psychological reasoning. Organizations which have maintenance and operating personnel frequently shy away from switching to the newer type of fuel. However, there are some economic factors which should be weighed in judging which type is best for a given situation.

The first cost of a gasoline plant is cheaper than an equal diesel setup. As for maintenance there are more parts, including electrical equipment, to go wrong in gasoline engines than in diesels. However, operating costs for gasoline are considerable cheaper than for diesel locomotives.

One user of both types estimates that with gasoline at 30¢ and diesel

oil at 11¢ a gallon, it costs \$1.50 an hour with the former fuel and \$0.165 with the latter, based on $3\frac{1}{2}$ gal per hr for gasoline consumption and $1\frac{1}{2}$ gal per hr for diesel.

A factor which cannot yet be evaluated, because there has not been sufficient time to test it, is that gasoline engines of the type used in industrial locomotives operate at 900 to 1100 rpm, whereas the newer types of diesels have been stepped up to 2400 rpm or more. This increase may result in shorter life for diesels.

MECHANICAL OR HYDRAULIC

A second decision lies in whether to use gasoline or diesel or electric engines of these types with mechanical or hydraulic drive. The essential difference in these two ways of transmitting power from the engine to the drive wheels is that, with the electric types, the internal combustion engine drives a generator to supply the current for the traction motor. In the second variety, there is no electrical generating equipment, the drive being from the engine through mechanical or hydraulic torque converters. (Fig. 8.)

DIESEL HYDRAULIC

In recent years, the diesel hydraulic locomotive has gained in popularity. This became true after the torque converter won its spurs on heavy road-building equipment. Those who advocate the hydraulic drive claim easier, less jerky starts.

An infinite number of speed ratios within its range, versatility in power range, reduction in vibration, cushioning of shock loads, elimination of overload or engine stalling, few wearing parts, uninterrupted application of power within the range of the torque converter, more economical operation, and reduction in operator fatigue due to ease of operation and smoothness of power application are cited as advantages.

Manufacturers of industrial locomotives offer two lines—those for mining operations and those for use above ground. The former are built low so that they can pass into the tunnels of mines. They are not equipped with cabs and the operator is located behind the transmission. The diesel-powered locomotive (Fig. 9) is approved for operating in mines under Schedule 24, U. S. Bureau of Mines. It weighs 10,000 to 12,000 lb in full

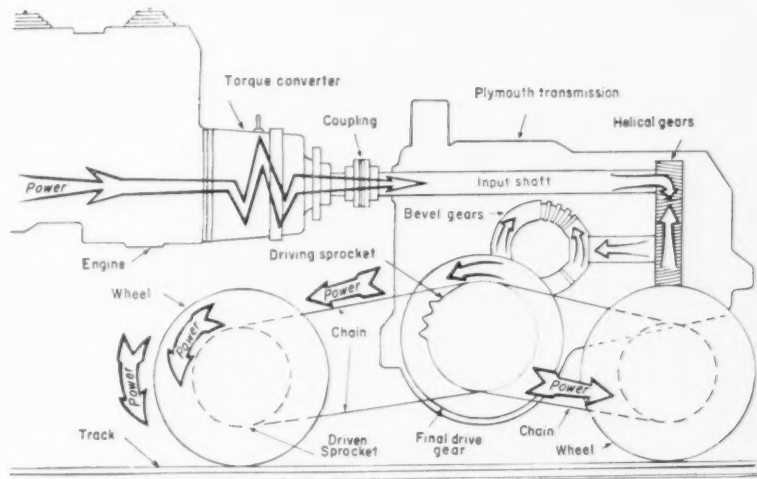


FIG. 8—HYDRAULIC TORQUE-CONVERTER DRIVE

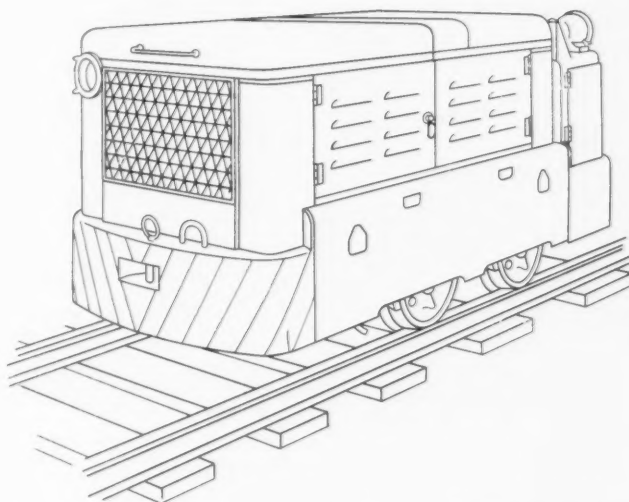


FIG. 9—A DIESEL-POWERED MINE LOCOMOTIVE

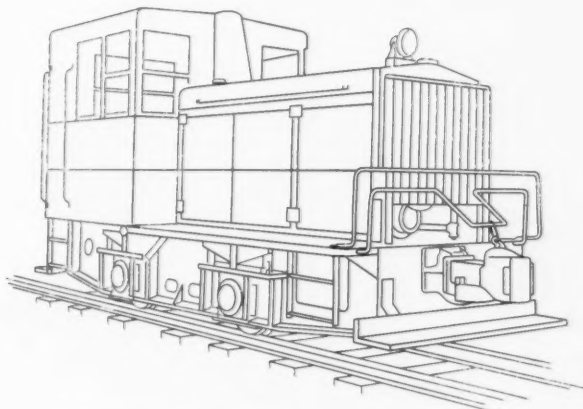


FIG. 10—A NARROW-GAGE GASOLINE OR DIESEL LOCOMOTIVE

Industrial Railroads, cont.

operating conditions, and is available in gages from 23½ to 56½ in. It has a four-cycle diesel engine adjusted for 48 hp at 2200 rpm.

The narrow gage locomotive (Fig. 10) comes in weights from 12 tons and in track gages from 23½ to

56½ in. Wheel bases vary from 60 to 70½ in. Both four and six-wheel models are offered. Tractive force is used to express the force available at the rim of the drive wheel. A locomotive will slip the wheels on clean dry rails at 25 per cent ad-

hesion and on sanded rails at 33½ per cent adhesion.

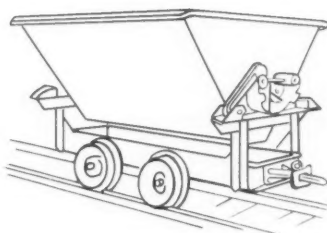
There are many different models available to meet given requirements, but the above are representative of the kinds of locomotives for industrial installations.

CARS FOR INDUSTRIAL RAILROADS

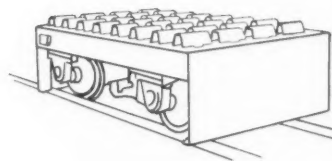
There is a kind of car available for practically every handling job required by an industrial railroad. (Fig. 11) There are dump cars in abundance. Models include those that dump on both sides, and others with drop doors, and so-called rocker dumps.

The rocker dump car is designed for universal handling of dry bulk materials such as coal, sand, ashes, or industrial parts where loading is done manually for hand or power haul. The car is dumped easily due to the rocker arrangement. It comes in 18 and 27-cu ft capacities, rides on 24-in. gage track and has a 24-in. wheel base.

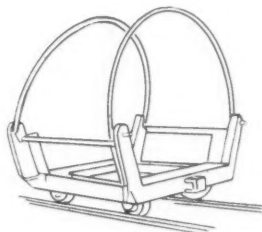
The crossbay car is self-propelled. It comes with electric motor, storage battery, gasoline-electric, or gasoline-hydraulic power. Controls are manual push-button on the car, remote, or electronic. This type is built in capacities from 5 to 500 tons. It is employed in parallel bay plants and for economical movement between buildings, storage areas, and shipping platforms. The construction of the top permits slings to be attached to loads easily and quickly. In addition there are special cars for tie treating and charging, and others equipped with sides or stakes for carrying lumber, pipe, and other materials.



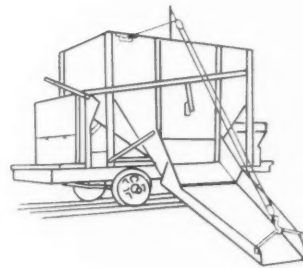
ROCKER DUMP CAR



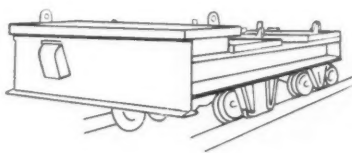
CROSSBAY CAR



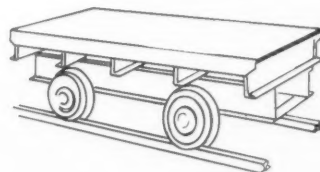
TIE-TREATING CAR



CHARGING CAR



STEEL MILL CAR



PLATFORM CAR

FIG. 11—TYPICAL CARS

Materials Handling Equipment

Material included in this series of articles is being published in book form. The book, to be called "Materials Handling Equipment," is scheduled for publication by Chilton Co. this summer. It will include more than 600 line illustrations and some 576 pages. The volume will sell for approximately \$15. Prepublication orders can be placed through the editor of this magazine.

and now... **DETROIT**

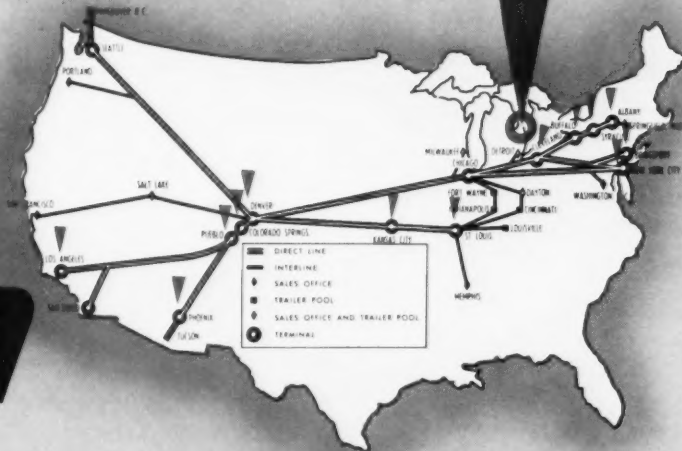
***D-C* ANNOUNCES...**
addition of DETROIT to its
COAST-TO-COAST SYSTEM

D-C NOW OFFERS

The ONLY DIRECT SERVICE between Detroit and Colorado Springs, Pueblo, Phoenix, Los Angeles, Seattle and other West Coast Cities.

DAILY DIRECT SERVICE between Denver and Detroit.

ADDITIONAL CANADIAN GATEWAY
between Western U.S.A. and Eastern Canada
through Windsor.



The ONLY COAST-TO-COAST CARRIER
Denver Chicago TRUCKING CO., INC.

ALONG THE WAY... OF **TWA**



"SPIRAL GUIDES" SPEED TO EUROPE'S SEWING MACHINES **OVERNIGHT!**

SHIPPED TODAY...INSTALLED
TOMORROW! **FAST TWA AIR
FREIGHT SERVICE** SUPPLIES
GROWING EUROPEAN DEMAND
FOR SPIRAL-STITCH SEWING-
MACHINE ATTACHMENTS...!
DEPENDABLE TWA DELIVERY
BRINGS QUICK PAYMENT TO
GUIDE STITCH CORPORATION,
RARITAN, N.J., MANUFACTURER.
ASSURES GREATER PROFIT
BY LOWERING PACKAGING
AND INVENTORY COSTS!

SHIP AT LOW, SPECIFIC, COMMODITY RATES... **SHIP TWA AIR FREIGHT!**

SHIPPING ABROAD?

**TWA OFFERS MORE THAN 60
TRANSATLANTIC CROSSINGS
EVERY WEEK...INCLUDING ALL-CARGO
SKY MERCHANT SERVICE
BETWEEN MAJOR U.S. CITIES
AND EUROPE!**

SUPER-G BOOKED AIR FREIGHT

FOR FAST, ON-SCHEDULE
DELIVERY OF YOUR
SHIPMENTS THROUGHOUT
THE COUNTRY.

**BOOK THEM ON
TWA SUPER
CONSTELLATION
FLIGHTS...**



*All TWA Flights Carry Air Mail,
Air Express and Air Freight*

TWA
TRANS WORLD AIRLINES
U.S.A. · EUROPE · AFRICA · ASIA



CLARK Electrics at Armour and Company . . .

Here's Why:

There's a lot of cold meat in this room; all fresh-from-the-yards, Armour meat. Temperatures range as low as 40° below zero. It's an operation like this that calls for equipment with a reputation for working a full shift. Power failure or other down time can be disastrous. No stoppages here—for the Clark Electric's low temperature conditioning and dual-field motor conserves power even under extreme conditions. It's what Clark Electrics are known for: the most efficient drive motor and power control system of any electric truck on the market. Your benefit is unrivaled performance and dependability. Your local Clark dealer will *show* you why Clark Electrics lead the field in power performance, advanced design . . . years-ahead efficiency. Call him or write us.

Your local Clark dealer is listed in the Yellow Pages.



Industrial Truck Division
CLARK EQUIPMENT COMPANY
BATTLE CREEK 11, MICHIGAN



Is an **Allis-Chalmers Fork Truck** *Easy to Service?*

Show this to Your Own Serviceman and Ask Him

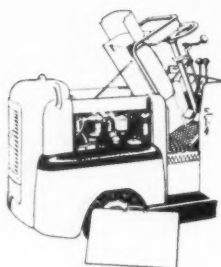
If your maintenance man isn't already familiar with Allis-Chalmers fork trucks, show him this ad — then ask him how much maintenance time its

easy-to-service design would save. Let him tell you how much time he thinks would be saved on these two operations:

1

Strip for service

Lift out two side panels. Tip seat forward. Remove engine cowl by unscrewing two wing nuts. All done. Everything is at your finger tips — engine, carburetor, oil filler tube, oil filter, fuel pump, battery and ignition system.

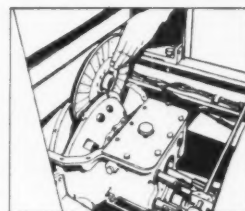


Elapsed time — 22 seconds

2

Change the clutch

Take up floorboard. Remove clutch cover and bearing cap at rear of input shaft by removing cap screws. Slide input shaft back. Remove bolts in the pressure plate and lift out clutch plate. Slip in new clutch plate and reassemble. All done.



Elapsed time — 30 minutes

The time saved here can usually be measured in days.

These are only two of many examples. Another: the Allis-Chalmers fork truck can be stripped down to the bare frame by two men in only 22 minutes. Engine may be overhauled without removing.

This ease of servicing adds up to more hours

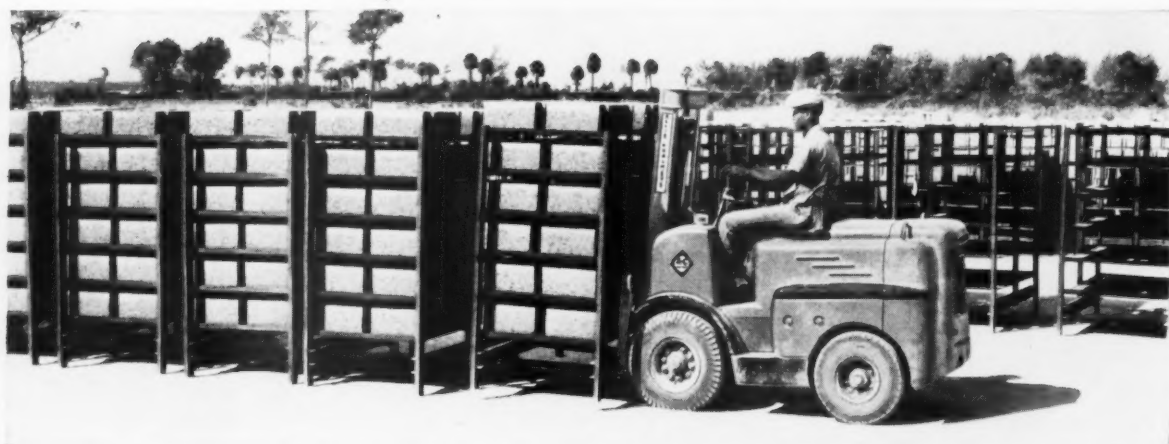
on the job, but that's only half the story. Ask your Allis-Chalmers material handling dealer to show you the many features that account for more output to the hour, or write for a descriptive bulletin.

MATERIAL HANDLING DEPARTMENT, BUDA DIVISION, MILWAUKEE 1, WISCONSIN



ALLIS-CHALMERS

BH-39

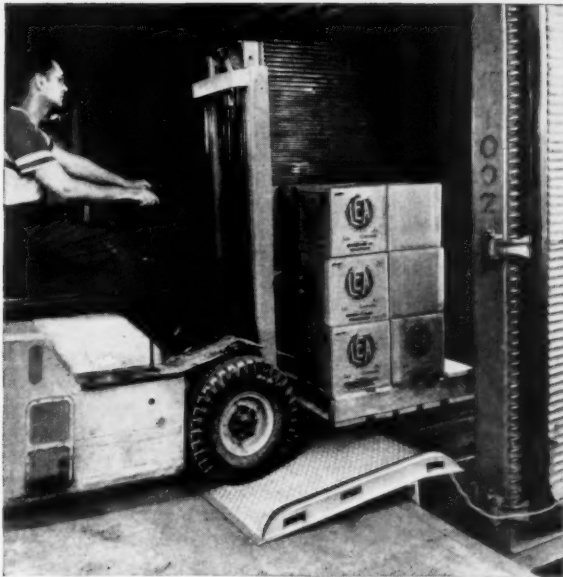


DOWNTIME: NONE — REPAIR COSTS: NONE

That's the report of Sungold Ammet Block Co., Miami, Florida, on their Allis-Chalmers 4,000-lb. fork truck after over three years of operation. A company spokesman further says, "We owned another fork truck and thought

there was nothing like it until one day when it broke down we rented an Allis-Chalmers. We were sold on that machine right now — that's the reason we bought it. It's easy to maneuver, easier to get on and off of, and the shift levers are in a better position."

Circle No. 15 on Card, Facing Page 49, for more information



Truck loading

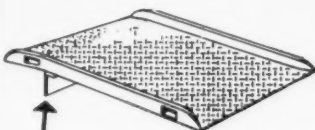


Rail loading

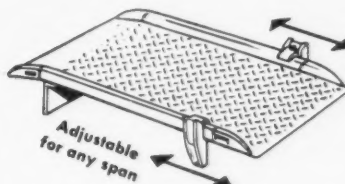
Magcoa Magnesium Dockboards mean faster, safer, low-cost loading and unloading

THERE IS A DIFFERENCE . . . Your first cost is your only cost. These Magcoa features assure fast, safe, efficient loading year after year.

1. Individually engineered crown keeps edges flush with floors.
2. Rounded curb-ends for safer, easier, tire-saving turns.
3. Quarter-round safety curbs deflect wheels, prevent run-offs, prolong tire-life; are low for equipment clearance.
4. Special rounded edge beveling eliminates jars without sacrificing strength—saves tires, equipment and loads.
5. One-piece hand-holds at all corners; weather-sealed to prevent entry of moisture; molded to fit the hand for complete safety in lifting and positioning.
6. Rail Dockboards feature rugged extruded structural and locking members, precision-welded to bottom—designed for your specific load and dock-to-car span requirements.



EXCLUSIVE TRUCK DOCKBOARD FEATURE—Rugged magnesium angle lock fits snug and secure in the narrow gap which results when you back trucks against edge of dock and set brakes. No need to "jockey" trucks back and forth.



NEW—Adjustable Span-Locks completely eliminate board slippage even with widely-varying dock-to-carrier spans. Span-Locks permit use of a single Dockboard for double duty—both truck and rail.

Magcoa magnesium Dockboards are $\frac{1}{4}$ the weight of steel . . . can be positioned by one man, up-ended by one man. You don't need a fork truck or a gang of men to move a Magcoa Dockboard.

Every Magcoa Dockboard is designed to fit properly in actual loading operations—no need for a hammer and spikes to hold it in position. It is also designed with provision for maximum load weights, equipment underclearance, height-differential and dock dimensions. Thousands in use—many of them for more than 10 years.

A new folder helps you analyze your specific problem, shows which type of Dockboard or Ramp-Dockboard combination is best for your requirements. Use the coupon to get your free copy—no obligation.

MAGNESIUM COMPANY OF AMERICA

MATERIALS HANDLING DIV.
EAST CHICAGO 3, INDIANA

Representatives in principal cities



Produced in Canada by Magcoa Limited,
277 Kipling Ave. South, Toronto 14,
Ontario. Phone: Clifford 1-1311

☐ Please send Dock Analysis folder.

Name and Title _____

Company _____

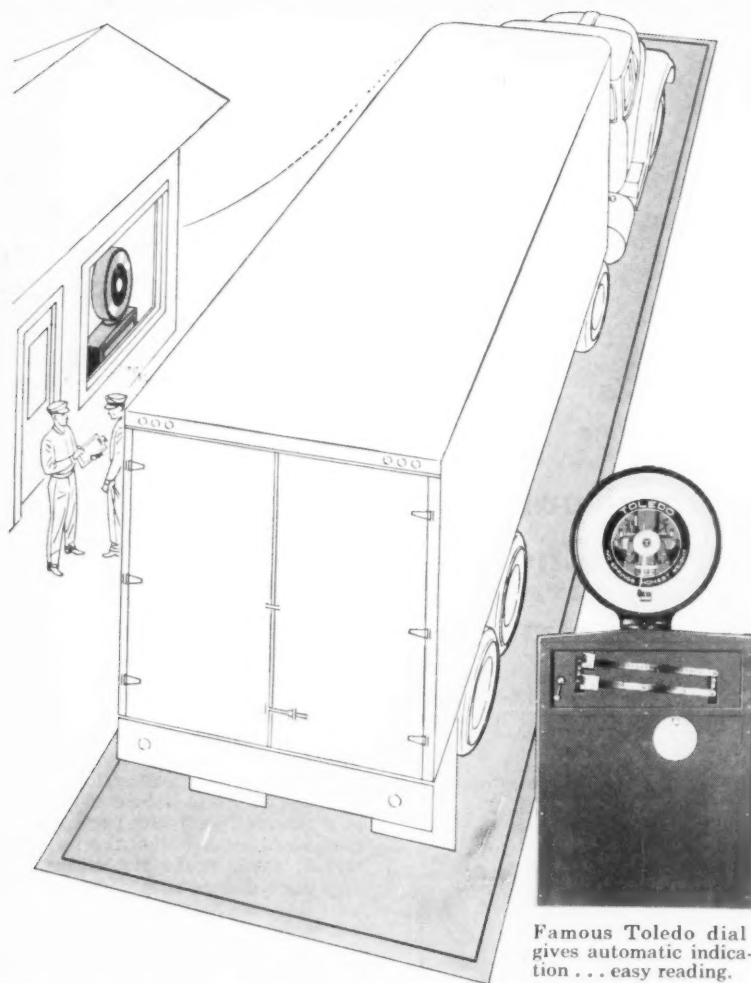
Address _____

City-Zone-State _____

Copyright, 1957, Magnesium Company of America

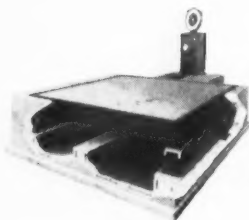
Circle No. 16 on Card, Facing Page 49, for more information

More and more trucks are weighed on **TOLEDOS**



Famous Toledo dial gives automatic indication . . . easy reading.

Big choice of sizes to 60 ft. . . . rugged dependability . . . automatic indication



HI-WEIGH AXLE LOAD SCALES
Check load distribution and axle weight. Thrifty shallow pit installation. 20 ton capacity with 8' x 10' platform or 30 ton with 10' x 10' platform.

Avoid loss of profits and good will, caused by "doubtful" weights. Weigh on Toledo Hi-Weigh Truck Scales and know *your load*. Advanced TOLEDO engineering features integrated lever, weigh-bridge and pit for brute-strength with long-life accuracy. Full range of capacities to 60 tons. Choice of two-section, four-section or axle load scales, all available with TOLEDO PRINTWEIGH that records weights on tickets, strips or sheets. Ask the local Toledo office about them, or send for literature. Request form 2417. Toledo Scale Company, Toledo 1, Ohio.

TOLEDO®

Headquarters for Scales

Circle No. 17 on Card, Facing Page 49, for more information

. . . Answer (Continued from Page 57)

through mechanization and automation in assembling shipping orders. Both have subsequently been quietly closed.

In each case management ran against a paradox in applying automation to warehousing. On one hand, automated order picking systems may cost more than a semi-automatic or manual system if the diversity of items in each order is too great. On the other hand, if the orders are so uniform that automatic order picking is feasible, the packaging and materials handling savings can be better accomplished in the plant at the tail end of the production line.

Despite this there are some considerable cost reduction methods available in applying conveyors, overheads, and trucks to warehousing.

Definition Problems

It's obvious from the above list of 15 functions of warehousing, that there are some problems of definition. Any warehouse which performed all of these functions would require the services of a materials handling engineer, a packaging engineer, and a traffic manager, plus some other assorted skills.

The only conclusion we can reach is that warehousing itself doesn't exist except in a minor way. That obviously is not the case. Warehousing as it is presently done is a mixture of technical skills and occupations in the field of distribution. The exact nature of the mix, and the extent of each function done by the warehouse will be fixed by the economics of your business. This mixture in turn will determine the location and architecture of the warehouse.

Two extremes are presently in use in warehouse design and location. The first is the modern functional type, set like a Frank Lloyd Wright jewel in the midst of a vast lawn, resplendent in cerise windows draped with magenta drapes.

The other extreme is a rented

loft with enough floor space to store stock for awhile. If the roof leaks and spoils some stock, charge it against the low rent, and still make money. More and more people are storing goods in the open air, with or without covering cloths or mantles. A recent issue of Dun's Review and Modern Industry surveyed the trend toward underground storage, which has more to command it than safety from A-bombs. In between are varying shapes and sizes of buildings built, bought, or leased.

When we start warehousing, the pressures of the moment most often have a great impact upon our decisions. A tight cash position or a rather bearish outlook on the prospects for growth of our market may cause us to take up less space than we actually need. One company I know is just beginning to enjoy the savings from a central warehouse in one city after years of making do with four inadequate spaces located in different spots. This lack of centralization resulted from piecemeal additions to space.

Ideal Location

In location our ideal warehouse is situated in the heart of a market area for your product. It has good rail, truck, and ship spots to handle incoming and outgoing freight. It is surrounded by adequate parking space for customers, employees, and salesmen. All municipal services are excellent, and the tax rate is low, being administered by rational municipal officials. The unions are responsible and businesslike.

You designed it by defining all of the functions which must be done in your warehouse, allowed some space for expansion, and then built a durable roof over the whole thing. You've used flow charts, plant layout prototypes, and all the modern devices such as draglines, monorails, and two-way radio in laying it out. Finally, if you are community minded, you have made the walls and lawns and shrubbery models for better homes and gardens. Offices are easily reached from the modern highway along which it is located. •

(Resume Reading on Page 58)

MARCH, 1957



* 12 volts for normal operation - -
24 volts for extra power!

NEW



Walkie

BY USING four 6-volt auto batteries (rather than a single 12-volt industrial battery) the Raymond Walkie gives you dual voltage . . . 12 volts for all normal operations, plus a surge of 24 volts for long hauls and for negotiating steep ramps with full capacity loads.

This totally new Walkie offers you other distinct advantages too. For example, 3 separate speeds, forward and reverse . . . an exclusive safety control to protect the operator in tight spots . . . convenient, handle-located operating controls . . . greater maneuverability for working in narrow aisles . . . lighter overall weight without sacrificing capacity or durability.

Clip & Mail!

The RAYMOND CORPORATION

13922 Madison St., Greene, N.Y.

Rush me full details on your new RAYMOND Walkie.

☐ Send Bulletin. ☐ Have representative call.

NAME _____	TITLE _____
COMPANY _____	
STREET _____	
CITY _____	STATE _____

Circle No. 18 on Card, Facing Page 49, for more information



If you regularly address 5 or more cartons per shipment, you can save money and avoid costly errors by addressing multiple shipments as a by-product of office procedure.

You can prepare STEN-C-LABLS at the same time as your invoice, order or bill of lading, whatever your procedure or equipment—manual or electric typewriters, electric billing or accounting machines, Card-o-type, Teletype or Flexowriter.

Shipping department makes unlimited impressions with STEN-C-LABL Applicator direct to PANL-LABL on carton or to printed gummed labels or tags. All addressing errors, mis-shipments and repetitive writing are eliminated.

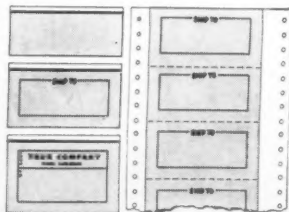
Thousands of dollars are being saved by present users.

Choose the style that fits into your operation
from these continuous or unit forms available in a large number of different sizes;

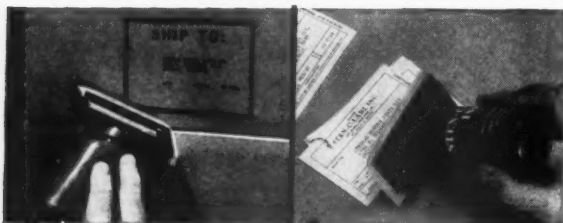
Blank STEN-C-LABL to imprint on gummed labels, tags or PANL-LABLS.

Stock "Ship To" STEN-C-LABL direct to carton—No gummed labels.

Special die-impressed STEN-C-LABL includes your name and address—direct to carton.

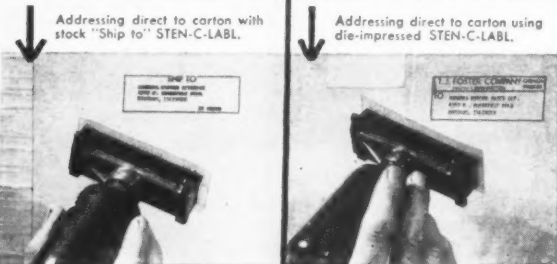


STEN-C-LABLS in continuous form for use in separate writing are available in same styles as unit forms shown.



Addressing direct to PANL-LABL printed on carton

Addressing with blank STEN-C-LABLS on printed gummed labels.



Addressing direct to carton with stock "Ship to" STEN-C-LABL.

Addressing direct to carton using die-impressed STEN-C-LABL.

WRITE TODAY for FREE brochure showing detailed operation and actual installations.

STEN-C-LABL Structure Protected under U. S. Patent No. 2,711,626.

STEN-C-LABL, INC.

DEPT. DA-3, 2285 UNIVERSITY AVE., ST. PAUL 14, MINNESOTA
Circle No. 19 on Card, Facing Page 49, for more information

Packaging's Role . . .

(Continued from Page 33)

Cost Reduction

In packaging, as in other areas of physical distribution, the governing factor is cost reduction. The manufacturer who is suffering serious losses through improper packaging looks for the most economical way to solve his problem.

In most lines we can look for increased demands for less expensive packaging materials. It may even reach the point of compromising with quality. This will be particularly hard on those who have built packaging philosophies on a war-time economy.

The pressure of cost reduction is making itself felt in the fields of unit packages and bulk containers. Traffic managers and packaging engineers have learned to balance one hazard for expense against another. Management must be careful, for example, not to go too far in reducing board weight to save on crate material costs. The inferior shipping container may be responsible for exorbitant damage in transit.

It is only dodging the issue to rely on damage claims to compensate for such losses.

Machinery Improvement

Some of the coming economies must stem from developments on the user's package production line. More efficient packaging machinery can be developed in this way.

Many equipment manufacturers have a backlog of unfilled orders for stock models of machines that have been standard for many years. Some of the equipment builders, it is admitted, are somewhat smug about the situation. However, the package machinery buyer himself often is an engineer. His ideas on equipment cannot be treated too lightly for too long.

In several instances prospective machinery buyers, tired of the delay, have engineered and produced their own equipment.

In-Plant Production

In the interest of economy, it is possible that the trend will be to more in-plant production of packages. For some time now a number of large manufacturers have been making their own tin cans, and producing their own cartons and packages.

Some observers feel that this type of operation has reached its maximum. If, however, production units in such fields as paints, lubricants, canned goods, drugs, and insecticides grow larger, we can expect to see more manufacturers making their own packages.

Certain new types of packages lend themselves to in-plant production. Through use of these packages even small manufacturing units are adaptable to in-plant production. Several new in-plant bag-making machines, for example, take a roll-fed

printed plastic sheeting and fabricate heat-sealable bags at high speed. These units are small, compact, and moderately priced.

A new adjustable corrugated container making device has been designed for small firms that use a variety of container sizes. It is priced at a figure that most small concerns can afford.

Case Histories

Better packaging, rather than a hindrance, can be an effective tool in promoting cost reduction. A number of large companies have experienced considerable savings through improved packaging programs.

Socony-Vacuum Oil Co., Inc., stresses simplification and standardization of packages. The program has produced a 10 per cent savings over former packaging costs. After five years of simplification, the company is using 50 per cent fewer package sizes. The goal is a reduction of more than 60 per cent. Variations of printing and lithography have been reduced by 52 per cent.

Socony now keeps all of its packages in the 50-60-lb weight range. This permits one-man handling of all units. Tare weight has been reduced 60 per cent through use of fiberboard. The reduction in tare has produced substantial savings in shipping costs.

Armour & Co., faced with the problem of a sudden shift from bulk handling to pre-packing of meats, is meeting the emergency with new machinery and techniques. As an example, a new vacuum-formed packaging technique has been developed for sliced bacon. The new package retains flavor, freshness, and aroma for 45 days. This is double the company's original goal.

The Buick Motor Division of General Motors is using polyvinyl resin to coat stainless steel and chrome trim for shipping purposes. The plastic coating preserves the product, saves storage space, and is said to boost production from 40 pieces per man hour to 500 pieces per man hour.

National Cash Register has turned to bonded rubber shock mounts and wirebound boxes to pack accounting machines. The new package has reduced shipping weight by 134 lb. Container costs have been reduced from \$37.55 to \$14.95; packaging labor costs have been reduced from \$3.29 to \$2.92; and the average savings on domestic transportation costs is \$3.20.

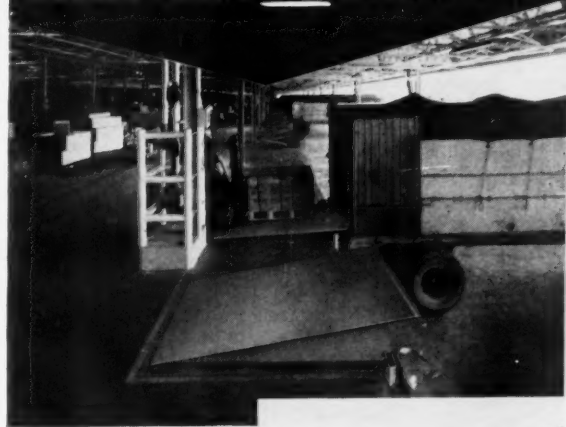
In subsequent articles I intend to outline late developments in containers, chemicals and other protective materials, and packaging tools and equipment. •

(Resume Reading on Page 34)

More About Packaging

Packaging highlight of the spring season will be the 26th National Packaging Exposition, sponsored by the American Management Association. The Exposition is scheduled for April 8-11, in Chicago's International Amphitheatre. Advance registration can be made by writing Clapp & Poliak, Inc., 341 Madison Ave., New York 17, N. Y.

MODERN PLANTS NEED MODERN DOCKS



Plan Ahead

with



FULLY AUTOMATIC DOCKBOARDS

48 HI-LO Automatic Dockboards at Ford Motor Co. Pool Car Terminal Detroit, Michigan

COMPLETELY AUTOMATIC

No dock attendant needed! The carrier automatically adjusts the HI-LO to its bed level the instant it contacts the dock.

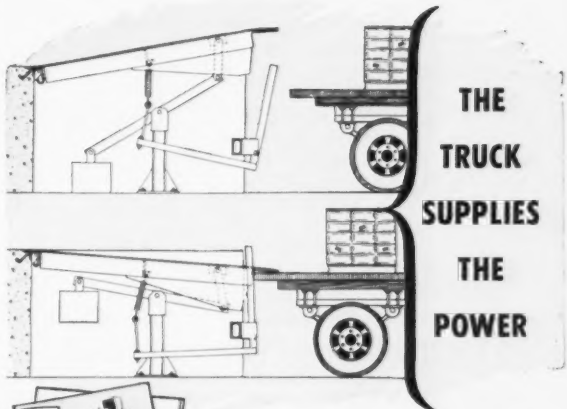
FIRST COST IS ONLY COST

Simple counter-weight system. No air, electric, or hydraulic power used. Built to outlive the dock!

PACKAGED OR RECESSED MODELS

Available in lengths to solve all loading problems for new installations or for the modernization of existing facilities.

AUTOMATIC CROSS TRAFFIC LOCK WITH SAFETY STOP PERMITS TRAFFIC ACROSS WIDTH OF RAMP WHEN HI-LO IS NOT IN USE.



THE TRUCK SUPPLIES THE POWER



SEE US — N.M.H.E. — BOOTH 1115

Send for this NEW CATALOG and BLUEPRINT FILE. It's jam-packed with pertinent information concerning the problems of dock loading and automatic dockboards.

THE KELLEY COMPANY, INC.

316 E. Silver Spring Drive • Room D • Milwaukee 17, Wis.

Circle No. 20 on Card, Facing Page 49, for more information



SWIFT and SURE!

COOKE *personalized* service speeds products to markets—cuts your cost, raises your profits through *individual* solutions to your particular warehousing, transportation and physical distribution problems. 30 years a leader in public merchandise warehousing in the world's greatest distribution center! Unsurpassed in specially-trained personnel, methods, equipment and facilities! Write *today* for detailed brochure.

*when time and money count,
count on*



J. LEO COOKE WAREHOUSE CORP.

JERSEY CITY & TRENTON, N. J.

PENN RR: 140 Bay St. Jersey City 2
Oldfield 3-5080 • Whitehall 3-5090
Whitehead Rd., Trenton 9 • JUniper 7-4646
ERIE RR: 12th & Provost St., Jersey City 2
Oldfield 3-5080 • Whitehall 3-5090

TWX: JC-112



EASTERN REPRESENTATIVES FOR:
North Pier Terminal, Chicago, Ill.
Encinal Terminals, Alameda, Calif.



Two Story Warehouse . . .

(Continued from Page 37)

By carrying the original driver's order from the street and the warehouse release between floors, the airtube system reduces the time required to transmit a long list verbally. The chance of error is reduced.

This process starts as soon as the truck arrives and continues while the truck waits for an "up" elevator. In the basement, the truck has been assigned a waiting position while on one of Midtown's floors employees are moving the first part of the shipment to the loading dock.

Short Waiting Time

Waiting time is usually very short. A truck is often in the elevator five minutes after its arrival at the street-level expediter's office.

Reaching the floor, the truck backs out of the elevator. The first few cases are ready to be loaded and a fork truck and operator are at work in the stacks gathering the remainder of the order. Location markings, found on the warehouse release, help in speeding this work. In the warehouse, location markings are painted on the ceiling where stacks do not hide them and wheels do not erase them.

A typical truck, which arrived at the building entrance at 8:55 a. m., was loaded with 158 packages totaling 8,156 lb in time to leave the floor at 10:02.

Drivers of trucks making pickups follow the same procedure as the operators of delivery trucks when leaving the building. They drive out to the street and turn in their passes.

Other Freight

Not all movement of freight at Midtown is by straight truck. Tractor trailers are backed from the street into the first floor of the building where there is a loading platform. This same platform is served by several rail tracks which pass under the building.

From this first floor dock, used

by other tenants as well as Midtown, merchandise is carried upstairs by a bank of freight elevators. These are in addition to the truck elevators and passenger elevators.

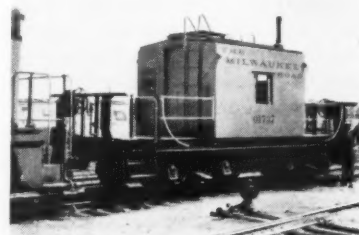
Midtown purchased its first fleet of nine fork lifts in 1940. Since that time, the company has maintained its volume while reducing working time at least 2,040 man hours per week. The original fleet has been replaced with fork lifts of higher capacity to keep up with merchandise being handled. Instead of nine lifts, there now are 13.

Midtown maintains its own full-time maintenance man to service the lift trucks. They are continually rebuilt. Major and minor parts are replaced so long as it is economical. The entire fleet uses an average of 35 to 40 gal of gasoline a day for continuous operation between 8 a. m. and 5 p. m.

Midtown's Manhattan warehouse can handle as much as 130 tons of freight per day with a work crew of 21. •

(Resume Reading on Page 38)

Terminal Caboose



When the Milwaukee Road scrapped its steam locomotives it put to good use many of their tenders. Shop forces converted tenders to snow plows, water carriers for maintenance forces, fuel oil and sand carriers, etc. Some were converted into cabooses that provide office space and shelter on freight trains in terminal service. They were built by stripping the tender to its trucks and cast steel underframe. Then there was erected on the underframe a heavy metal cab fitted with doors and windows and equipped with reversible seats, desk, lamps, fuel oil stove, fire extinguisher, water cooler, and other necessary appurtenances

Private . . .

(Continued from Page 44)

presented to member companies for safe vehicle operation during 1956. Also featured at this meeting was a talk on "The Challenge of Change," presented by J. J. Walsh, of the Ford Motor Co.

Officers are:

President H. O. Mathews, Armour & Co.; Eastern Vice President C. S. Decker, The Borden Co.; Southeastern Vice President George D. Thompson, J. P. Stevens & Co.; Central Vice President Hugo Waninger, Anheiser-Busch, Inc.; Western Vice President George W. Magee, Coca-Cola Bottling Co.; Treasurer Robert C. Hibben, International Association of Ice Cream Manufacturers; Chairman of the Board A. B. Gorman, Esso Standard Oil Co.; and Managing Director James D. Mann.

The Council adopted a resolution opposing the proposed Federal Census of Transportation.

In presenting the resolution to the group, Vice President Thompson explained that the government has the information it wants on ships, planes, for-hire trucks, and railroads. Therefore, a census of transportation would be aimed at private carriage, the area in which it does not have information. So far as its being voluntary is concerned, it was explained, past voluntary censuses have been carried out with a threat that the compulsory provision would be used if information was not volunteered.

Truck and trailer manufacturers and highway equipment users met in a discussion moderated by Robert Cass, of The White Motor Co. Speaking for the manufacturers were S. Colacuori, International Harvester Co.; A. Vance Howe, Fruehauf Trailer Co.; William L. Cook, Diamond T Motor Car Co.; and Henry C. Stricker, Highway Trailer Co. Speaking for the consumers were George Roller, The Hertz Corp.; Walter A. Mackey, C. Schmidt & Sons, Inc.; Terrill; and John Spohn, Oscar Mayer & Co.

(Resume Reading on Page 45)

No Loss of Capital Investment!

Sturdi-Bilt Adjustable Storage Racks* NEVER BECOME OBSOLETE!



Adapt to any situation -- instantly interchangeable for all types of storage -- PALLET • SKIDS • DIES • BULK

THE SECRET IS EXCLUSIVE

Float Wedge Construction



1. Simply insert Sturdi-Bilt Wedge Lock . . .



2. . . into the slots in the factory pre-fabricated upright frame . . .



3. . . and lock to the horizontal safety support bars.

NO BOLTS, NUTS, TOOLS,
WELDING OR SPECIAL LABOR

*U.S. Patent No. 2760650 Other patents pending

Sturdi-Bilt Engineering Company

2501 Peterson Avenue
Chicago 45, Illinois

It doesn't matter what you store—how much, how heavy or how big—Sturdi-Bilt Racks are *simply* adjusted to meet your need.

No "One Way" storage system here—instead you receive *new* freedom in types of storage, flexibility for variations in size, economy in set-up and use. All this, plus . . .

- Quick erection
- Instantaneous rearrangement
- Simple adjustment • Easy relocation
- All parts 100% reusable
- Safe loading of bars up to 8,000 lbs. per pair
- No tools, nuts, bolts or welding
- No cross bracing of any kind
- No special labor needed at any time!

Get the facts—write today
for descriptive booklet No. DA-37

Sturdi-Bilt

Circle No. 21 on Card. Facing Page 49, for more information

... Looks to Future

(Continued from Page 45)

maintenance plans and various methods of finance leasing all have their individual advantages. There is no one best plan for all concerned any more than there is any one best plan of distribution. The individual operator has to first decide that he needs the full time service of one or more trucks; the service to be rendered, either local delivery or over the road; whether he wants to buy the vehicle or avoid this investment; and then pick the plan to suit his needs.

Chief advantages of each of the plans are:

Full service leasing has six basic advantages and is the only plan which really relieves the user of all responsibility for his vehicles:

1. No capital investment, thus releasing capital.
2. Cost of equipment predetermined for budgeting purposes.
3. All charges are deductible as costs of doing business, hence the need of maintaining a host of supporting records is eliminated.



YOU reach 'round the World THRU THE PORT of PORTLAND

There are more ships moving . . . more cargo being handled . . . and more men working out of the Port of Portland now than in any maritime year in history. This has not "just happened". Behind this activity is a \$9,300,000 program which is being used for new equipment to expedite cargo more economically . . . rehabilitation of docks . . . and the extension of dockside rail facilities. Illustrated are a few of the modernization projects . . . others are progressing in rapid stride.

"You reach 'round the world when you ship through the Progressive Port of Portland."



Terminal 1 offers the most versatile general cargo and lumber facilities anywhere. Modern equipment expedites handling.

Handling of bulk cargo is a specialty in Portland. Terminal 4, Pier 5 dispatches cargo direct from open stock pile or rail cars directly to vessels.



New seven and one-half million bushel grain elevator now in operation at Terminal No. 4.



Commission of Public Docks
PORTLAND, OREGON

3070 N.W. Front
Portland 10, Ore.

"The Columbia River
Gateway to the World"

Thos. P. Guerra
Gen. Mgr.

4. The user is taken out of the automotive business and his personnel released for duties allied directly to his own business.

5. Equipment is kept new and presentable, providing advertising value through good appearance.

6. No capital is tied up in extra trucks used only infrequently.

Plans for *guaranteed maintenance* have the chief advantage of eliminating at least seven problems faced by owners performing maintenance themselves:

1. Investment in tool and service equipment.

2. Investment in shop space and upkeep facilities.

3. Dealing with personnel.

4. Investment in parts inventory and cost of control of parts stock.

5. Difficulties of coordinating truck servicing schedules with use schedules.

6. Keeping detailed accounts of various service costs and parts purchases.

7. Responsibility for reducing trouble on the road through preventive maintenance and the knowing what service is needed and when.

Trucks which have received guaranteed maintenance usually command the highest trade-in or used-truck sales price.

Finance leasing plans are considered to offer certain financial advantages to users over the outright purchase of equipment:

1. Cash-flow advantages sometimes are provided for companies which can then borrow money. Profits on the freed capital may far outweigh the additional expense of leasing rather than buying outright. The total dollar financing cost of a lease may sometimes be higher than borrowed money, but profits on the freed capital may far outweigh the additional expense. This source of cash-flow may be superior to other financing methods.

2. Company balance sheets can omit the value of vehicles under lease.

3. A "true lease" makes possible maximum tax savings.

4. Lease plans require less of a down payment.

The question of tax benefit, comparing leasing to outright or

installment purchase, is not quite clear. A truck user should secure competent tax advice on whether under present laws the advantages to be secured through annual depreciation of owned vehicles might not be more than the advantage referred to under finance leasing plans.

Perhaps more troublesome than either of these financial matters is the question of control over drivers and their attitude toward leased equipment.

Criteria for selecting a leasing company should not be based on the lowest quoted rates, but on its experience and general character, as well as on the experience obtained in the use of its services.

One should be cautious in making cost comparisons. Attempts to convert leasing company charges into a cost-per-mile comparison with company ownership may be confusing. Unless a great many intangible administrative costs involved in company ownership are covered, there is great difficulty in finding a common meeting ground on which to base a comparison. To measure last year's company ownership costs against a leasing company's costs (rates) for future operation is to measure two completely different things. •

(Resume Reading on Page 46)

Sea-Going Cement Ship



The latest in automatic bulk materials handling aboard an ocean-going vessel is found on the S. S. Florida State, owned by the Ponce Products, Inc. This converted Liberty ship handles the unloading of bulk cement entirely by air. To convert the vessel, naval architects installed open-type airslides to form the bottom of the cement compartments, four pumps that receive the cement from the airslides and convey it out 10-in. transport lines to on-shore storage silos, and eight rotary compressors that supply compressed air for the pumping operation.

How to diagnose and cure...

PENT-UP PRODUCTION



Tranquilize disturbed distribution--ship via Slick!

SYMPTOMS: Hemmed-in feeling of being crowded by overstocked supplies and unmoved production.

CAUSE: Failure to grapple with today's distribution realities.

CURE: Move your product to your customers quickly with Slick's daily scheduled service. Slick's soothing rates are comparable to surface charges, sometimes even lower! And the Slick minimum charge is only \$1.00.

SLICK airways inc.

World Headquarters: 3415 Cedar Springs Road, Dallas, Texas
domestic and international air cargo • airmail • air express • overseas passenger charter



Certified,
Scheduled Air Carrier
• Member ATA

A modern truck for modern plants

The HydroLectric

with most modern features

- 2 Drive Wheels instead of one
- 2 Braking Systems available instead of one
- 4 Wheel Stability instead of three
- Alloy Gear Transmission instead of chains
- 100% more Steering Ease —Greater Maneuverability
- 50% less Maintenance —Easy Accessibility
- Finger-Tip Control —Greater Safety



Put these modern features to work for you, greater profit at no additional cost.

Write for Bulletin No. KW

STUEBING Designed • Engineered • Built

LIFT TRUCKS, INC. / CINCINNATI 14, OHIO



THERE IS A TRUCK FOR EVERY PURPOSE TO HANDLE ANY KIND OF MATERIAL.
Circle No. 22 on Card, Facing Page 49, for more information

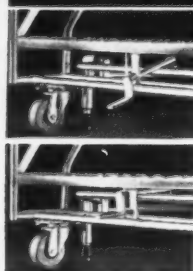
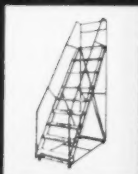


WORK AT HIGH LEVELS SAFELY...

ON BALLYMORE

"Hi-boy" SAFETY-
STEP
LADDERS

FROM 9 TO 12 STEPS



FOOT-OPERATED BALLYLOCK

Step-on brake casters on front of ladder grip floor... prevent ladder from rolling, wobbling or "kicking out." When pedal is released, Ballylock quickly retracts by spring action.

Strong, safe, and easily moved about, Ballymore "Hi-boy" Step Ladders provide sure support at extra-high working levels—up to 15 feet!

All-welded steel construction... rust-resistant aluminum finish. Smooth-rolling casters provide complete mobility. Rugged step-on Ballylock extends front legs for firm, stable floor contact.

Four sizes, six models to choose from—each with sturdy handrails. Three types of non-slip tread construction.

Write today for complete specifications to Ballymore Company, West Chester 24, Pa.

BALLYMORE LADDERS



Circle 23 on Card Facing Page 49

Six Million Blouses . . .

(Continued from Page 35)

The need for a change in the order filling procedure was dictated by Judy Bond's expanding volume. In order to find the most efficient solution, a 10-month study was conducted.

Time studies by consulting engineers showed that 75 per cent or more of warehouse employees' time was spent positioning bulk cartons with lift trucks and moving around picking out orders. It also was determined that all customers' size requirements could be broken down into basic half dozen assortments, with only one color of any style packed to a carton.

As a result of these studies, a special conveyor system was designed to eliminate waste motion. It automatically positions desired styles, colors, and sizes in front of order fillers. The fillers need only remove them from the bulk factory shipping containers and place them on a belt. The belt carries them to the packers and to automatic packing equipment.

Push-button Control

The heart of the operation is a push-button console located in the receiving area of the warehouse. It is operated by the same warehouseman who places the original factory shipping containers on a conveyor belt. The unit is an automatic, selective dispatching machine containing an electromagnetic memory. It memorizes the selections in consecutive order and records them for future use.

No punch cards or other secondary manual procedures are needed. When a carton reaches its discharge point, it automatically sets the next selection in motion.

The console has 23 push buttons, one for each order filling rack. As the materials handler places the bulk container of blouses on the conveyor, he pushes the appropriate button to indicate to which rack the container is destined. The container then is carried on the belt to the order

filling racks. These racks are placed side by side, forming a gravity feed table, 22 ft long by 53 ft wide.

When the bulk container reaches the proper and pre-determined rack for the style and color desired, the conveyor automatically stops. The container is mechanically pushed off, down the rack, to where the order filler stands. The container then is turned on its side by a tilt mechanism and the order filler can begin work.

As the container is tilted, the console board automatically records the reduction of one container in the inventory for the rack.

According to management, warehouse employees have reacted favorably to automated order filling. They have come to believe that the savings will enable Judy Bond to grow even faster and provide more employment and more secure employment than heretofore.

(Resume Reading on Page 36)

Railroad Monster



A 200-ton "monster" capable of lifting more than its own weight is the latest addition to Union Pacific Railroad's equipment fleet. The monster is a diesel-electric railway crane that can lift up to 250 tons. Powered by two 175-hp diesel engines driving a pair of electrical generators, it can move under its own power at a speed of 3 mph, supply air from its compressor for the brake system of a small string of cars, act as a switch engine in an emergency, and set up for heavy lifting operations in about 10 minutes.

Reciprocal . . .

(Continued from Page 55)

The commodity was wheat, the Commission said that it is, in a traffic sense, the most liquid commodity known in transportation. It is subject to fierce competition in the primary markets and an extremely sensitive rate adjustment. For these reasons the Commission said its action on absorption of switching charges on grain to the markets should be distinguished from action it might take on any other commodity.

Discrimination

Failure of carriers to absorb terminal switching charges at Sioux City, Iowa, up to amounts which they absorb at Omaha, Neb., was found to result in undue prejudice to packers at Sioux City.⁸²

A failure to absorb switching charges from one point while providing for absorption on like traffic from another point, resulting in different line-haul charge for like and contemporaneous services under substantially similar circumstances and conditions, the Commission said would be unjust discrimination.⁸³

Where carriers absorb the full amount of switching charges in competing markets which are on a rate parity and this relationship would be disrupted by proposal to restrict absorption, proposed increases through charges were found not justified.⁸⁴

Commodity Rules

The failure of carriers to absorb the switching charges on one commodity while absorbing such charges in the case of other commodities does not necessarily constitute unlawful discrimination. Discrimination under Section 3 of the Act to be undue and unlawful ordinarily must be such that the prejudice arising out of it is an advantage to the other party. Generally, a competitive relation between the commodities is essential.⁸⁵ Coal and coke are not competitive with other traffic. The ab-

(Please Turn Page)

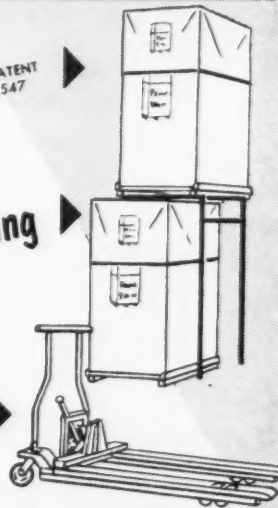
Circle No. 24 on Card, Facing Page 49, for more information

WITH OUR

Pallet Vault[®] U. S. PATENT 2,709,547

Single or
Double Stacking
and

General
Jack Lift



You've got the cleanest . . . most efficient
. . . cheapest storage system yet devised.

Inquiries Invited!

PALLET VAULT CORP.

4908 DELMAR BLVD. • ST. LOUIS 8, MO.

Electric Protection Services FIRE • BURGLARY • HOLDUP

Automatic Fire Detection
and Alarm Service
Sprinkler Supervisory
and Waterflow Alarm Service
Watchman's Supervisory and
Manual Fire Alarm Service
Industrial Process and Heating
System Supervisory Service
Burglar Alarm and
Holdup Alarm Services

AMERICAN DISTRICT TELEGRAPH CO.
155 SIXTH AVENUE NEW YORK 13, N. Y.
Central Stations in All Principal Cities

ADT

Circle No. 25 on Card, Facing Page 49, for more information

REVOLVATOR GO-GETTER
The MOST COPIED LIFT TRUCK On The Market

EASIEST WALKIE-TRUCK TO OPERATE AND MAINTAIN EVER!

FINGER TIP CONTROLS INCLUDING DYNAMIC BRAKE TO ELIMINATE "PLUGGING" THE MOTOR GOING DOWN RAMPS, AND ARTICULATED CONSTRUCTION ADJUSTS TO UNEVEN FLOORS, STEERS EASILY AND WORKS IN LESS SPACE BECAUSE OF THE DUAL WHEELS & DIFFERENTIAL DRIVE!

HOW ABOUT MAINTENANCE? SNAP THE LATCH AND LIFT OFF THE COVERS—YOU DON'T EVEN TAKE THE MOTOR OUT TO GET AT THE BRUSHES, AND THE PINK BRAKE HAS A SIMPLE SCREW ADJUSTMENT

WRITE FOR OUR FREE TRUCK INDEX OF GO-GETTER ELECTRIC AND RED GIANT HAND LIFT TRUCKS

REVOLVATOR CO.

"Ship it ROCK ISLAND"
—an oft repeated phrase used by many of America's larger shippers

Rock Island

Reciprocal Switching . . .

(Continued from Preceding Page)

sorption of switching charges upon certain traffic and not upon other is not in itself unduly discriminatory.⁸⁶

It was found that other commodities were not competitive with crushed stone—in certain circumstances switching charges may lawfully be absorbed on some commodities and not on others.⁸⁷ This may be true if the difference in treatment does not place an undue burden upon other traffic.⁸⁸

Like Kind of Traffic

Failure to absorb switching charges on cotton while contemporaneously absorbing such charges on lumber, packing-house products, and dairy products is not unreasonable, discriminatory, or unduly prejudicial. Cotton is not a "like kind of traffic," and record does not establish that these articles are handled under substantially similar circumstances and conditions.⁸⁹

Where no competition was shown between commodities on which switching charges were absorbed and commodities on which they were not, it was held that the treatment was not unduly prejudicial.⁹⁰

Practice of certain carriers of refusing to absorb switching charges on common brick while making such absorptions on other commodities, was found not unlawful when other commodities produce a much higher revenue.⁹¹ Refusal to absorb a greater amount on sand and gravel was not shown to result in undue prejudice. Sand and gravel are low-grade commodities and carriers cannot absorb full amount of switching charges without depleting earnings.⁹²

Restrictions

Proposed restrictions of amount of absorptions by line-haul carriers of charges for switching service on import, export and coastwise traffic, was found not unreasonable, as export and import rates are on a low basis. The small

amounts shippers would have to pay would not result in unreasonable aggregate charges.⁹³

Treating competing industries differently in its absorption practices for a like kind of switching service is unlawful. Where carriers refuse to absorb switching charges for one industry and absorb charges for competing industries for similar services they are guilty of unreasonable practice and unjust discrimination or undue prejudice or both.⁹⁴

Similar Service

Refusal to absorb switching charges to one portion of a switching district while absorbing without a difference in service a like charge for a substantially similar switching service to another portion of the same district results in unjust discrimination.⁹⁵

Carrier's election to absorb the charge for switching to certain elevators while at the same time refusing to absorb in like amount to others similarly situated in the terminal resulted in unjust discrimination and undue prejudice.⁹⁶ Differences in absorption practices between carriers has been held unlawful. Proposed cancellation of absorption by the Oregon Short Line RR of switching charges of the Northern Pacific Ry. at Butte, Mont., while absorbing switching charges of protestant's competitors at Butte, which would result in undue prejudice, was found not justified.⁹⁷

Undue prejudice was caused by complainants having to pay unabsorbed switching charges to an electric line when free switching was rendered competitors located on steam railway lines.⁹⁸

Refusal of line-haul carriers to absorb switching charges of switching line while making deliveries at all other points in and about the terminal was found unreasonable and unduly prejudicial.⁹⁹

Practice of certain carriers of refusing to absorb switching charges of one railroad on transit

grain to the same extent that they absorb those of other railroads, was found unduly prejudicial.¹⁰⁰

Refusal to Switch

Practice of railroads to switch competitive traffic for one carrier while refusing to switch competitive traffic for all other connecting rail carriers was found unduly prejudicial.¹⁰¹

Many obligations of a railroad with respect to reciprocal switching practices are fairly clearly defined. However, a railroad's obligation in other respects is still not clearly set forth. This includes the company's obligation to establish switch connections and permit the use of its terminal where no switch connection exists.

ICC Authority

The authority of the Commission to require this is fully spelled out but has had no real test. It is not likely that this authority will be used extensively because:

1. The relative openness of terminals today has been brought about by the decisions referred to in this series of articles. In addition,

there is a general appreciation by railroads that the maintenance of open terminals is in the railroad's general self-interest.

2. The prospect that compensation will be required in condemnation proceedings probably will deter initiation of action under this law. •

⁶³ Switching and Other Accessorial Charges, 214 ICC 279.

⁶⁴ Detroit Switching Charges, 28 ICC 494; Switching Absorptions, 47 ICC 583.

⁶⁵ Switching at St. Louis & East St. Louis, 120 ICC 216; Mitchell Chamber of Commerce v. CM&StP Ry., 129 ICC 451.

⁶⁶ Rochester Switching Case, 95 ICC 30; Switching Rates in Chicago District, 195 ICC 89.

⁶⁷ Interchange Switching at Wichita, 61 ICC 295; North Shore Material Co. v. C&NW Ry., 173 ICC 543.

⁶⁸ Reciprocal Switching at Chicago, 155 ICC 450; Switching Charges at Texas Points, 197 ICC 513.

⁶⁹ Switching Absorptions, 47 ICC 583; Port Arthur Chamber of Commerce v. AT&SF Ry., 136 ICC 597.

⁷⁰ Seattle Chamber of Commerce v. GN Ry., 30 ICC 683.

⁷¹ Boston Wool Trade Assn. v. Director General, 69 ICC 282; Switching at St. Louis & E. St. Louis, 120 ICC 216.

⁷² Reciprocal Switching at Richmond, Va., 222 ICC 783; Switching at Atlanta, Ga., 266 ICC 414.

⁷³ L&N v. Cincinnati, NO&TP, 201 ICC 25.

⁷⁴ Miller Paper Co. v. PRR, 62 ICC 705; City of Sheboygan, Wis., v. C&NW Ry., 227 ICC 472.

⁷⁵ Switching Charges at Galesburg, Ill., 31 ICC 294; Switching and Absorption at Minneapolis, 61 ICC 646.

⁷⁶ Detroit Switching Charges, 28 ICC 494; Des Moines Union Switching, 231 ICC 665.

⁷⁷ Buffalo, R&P Ry. Co. v. Penna. Co., 29 ICC 114; affirmed in Penna. Co. v. U.S., 236 U.S. 351.

⁷⁸ Oakes Co. v. MStP&SSM Ry. Co., 77 ICC 93.

⁷⁹ Automatic Gravel Prod. Co. v. Burlington, M&NW Ry., 151 ICC 481; Independent Paper Stock Co. v. Chicago & A., 168 ICC 404.

⁸⁰ Crown Willamette Paper Co. v. AT&SF Ry., 49 ICC 613; Detroit Board of Trade v. W. Ry. Co., 88 ICC 413.

⁸¹ Absorption of Switching Charges at Mobile, Ala., 196 ICC 465.

⁸² Sioux City Term. Ry. Switching, 241 ICC 53.

⁸³ Restrictions of Kansas City Switching District, 146 ICC 438.

⁸⁴ Absorption of Switching Charges at Fort Worth, 61 ICC 73.

⁸⁵ Chicago Bd. of Trade v. AT&SF Ry., 29 ICC 438.

⁸⁶ Richmond Chamber of Commerce v. SAL Ry., 44 ICC 455.

⁸⁷ Globe Grain & Milling Co. v. AT&SF Ry. Co., 173 ICC 193.

⁸⁸ Detroit Board of Trade v. W. Ry., 88 ICC 413.

⁸⁹ Meridian Traffic Bureau v. AGSRR, 144 ICC 131.

⁹⁰ State Docks Comm. v. L&NRR, 167 ICC 112.

⁹¹ Illinois Brick Co. v. Director General, 64 ICC 273.

⁹² Automatic Gravel Products Co. v. BM&NW Ry., 151 ICC 481.

⁹³ New Orleans Public Belt R.R. Switching & Absorptions, 235 ICC 613.

⁹⁴ Albers Bros. Milling Co. v. GN Ry., 256 ICC 491.

⁹⁵ U.S. v. Belt Line R.R., 56 ICC 121.

⁹⁶ Detroit Board of Trade v. W. Ry. Co., 88 ICC 413.

⁹⁷ Absorption of Switching at Butte, Mont., 204 ICC 6.

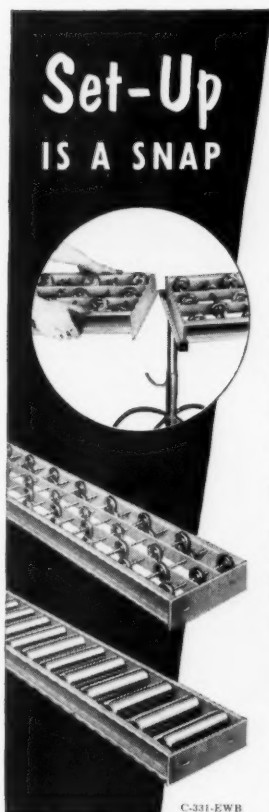
⁹⁸ Badger Lumber & Coal Co. v. AT&SF Ry., 148 ICC 173.

⁹⁹ Boston Wool Trade Assn. v. Director General, 89 ICC 589.

¹⁰⁰ Globe Elevator Co. v. Director General, 55 ICC 587.

¹⁰¹ Louisville Board of Trade v. L&NRR, 40 ICC 679.

(Resume Reading on Page 56)



with **BUSCHMAN** Portable Conveyors FEATURING "QUICK-EEZ" Coupling

Pick up . . . place . . . in line every time! With both ends the same, **BUSCHMAN** portable conveyor sections always match. No more swinging . . . no more shifting . . . no damaged hooks. Buschman "QUICK-EEZ" Coupling makes set-up or rearrangement a snap . . . saves time, space, labor . . . yet provides rigid support. Complete line in steel or lightweight aluminum. For conveyor convenience and flexibility, order **BUSCHMAN**! Immediate delivery from local dealer's stocks.

Write for Bulletin #15 today.



THE E. W. BUSCHMAN CO.

C-331-EWB 4415 Clifton Ave., Cincinnati 32, Ohio

Increase Your PROFITS WITH TOWKART



Do we mean it? You bet we do . . . Read this:

"We are handling more than 5 million pounds of merchandise across our dock every week, and can't afford to fool around with anything less than the most efficient method. Replacing our fork lift fleet with castored carts has brought about almost unbelievable savings . . . we recovered our original investment of about \$10,000 twice in the first two months of operation. We're convinced the cart method is the answer to our handling problems."

Vice-Pres. a Chicago Freight Terminal

M-H EQUIPMENT CO., INC.
DALLAS, TEXAS
707 FABRICATION ST. - RIVERSIDE 7-4251

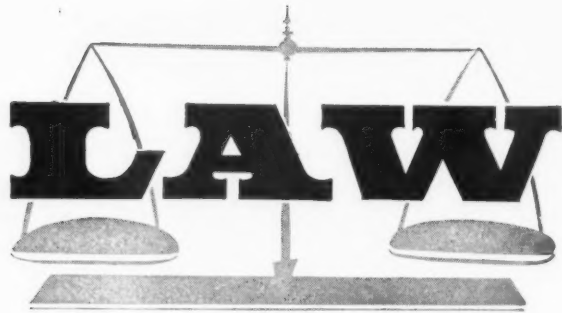


We've heard from others that an invitation to the Towkart man to make a survey and recommendations has brought amazing results. Please have him call on

Name _____
Firm _____
Street _____
City _____ State _____

Ask for M-H Material Handling Trucks.

Within the



By Leo T. Parker Legal Consultant, Distribution Age

TRANSPORTATION

Who must pay damages to an employee injured changing a tire on truck rented from a corporation?

Recently a reader wrote, as follows: "We had a truck driver seriously injured when he was changing a tire on a truck which we rented from a corporation. My question is: Who must pay damages or compensation to this injured employee?"

See D— v. T— Co., 119 N. E. (2d) 554. The testimony proved these facts: A man named B— owned a truck. He hired one D— to drive the truck which B— leased to the T— Co. One day D— was injured when repairing a flat tire in which the rim blew off, striking his side and head. D— applied for compensation under the State Workmen's Compensation Act. The legal question was: Who must pay the compensation?

After considerable litigation the higher court held that the T— Co. was liable for payment of compensation because its officials controlled and directed D— what work to do. In this respect, the court said:

"There is nothing to indicate that D— did anything other than operate a motor truck under the dominion, supervision and control of the T— Co. in the transportation of goods."

What is the duty of a truck owner to prevent merchandise falling from a truck causing injury?

An official of a large trucking corporation asked: "What is the lawful duty of the owner of a motor truck to prevent articles, merchandise and the like falling from the truck and causing injuries to drivers of passing automobiles?"

The courts consistently hold that all owners must frequently inspect their motor vehicles, and make them reasonably safe. Failure to do so is negligence, which results in liability

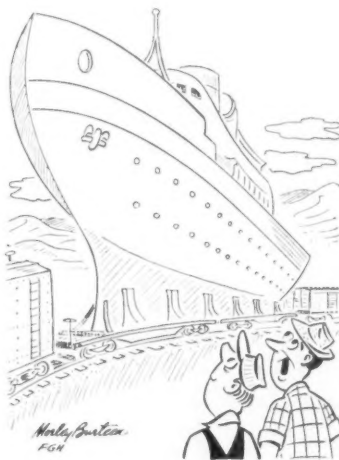
although the dangerous condition or defect is unusual.

In A— Freight Lines v. H—, 220 Fed. Rep. (2d) 272, it was shown that one H— was seriously injured when a chunk of ice fell from the top of a passing motor truck and struck the windshield of his automobile.

In subsequent litigation the higher court awarded H— \$16,356 damages from the owner of the motor truck and said:

"Falling of piece of ice from top of a tractor-trailer onto passing vehicle during winter was foreseeable, and therefore it was actionable negligence to permit ice to accumulate on top of the tractor-trailer."

Other higher courts have held that owners of motor trucks are not liable in damages to occupants of passing automobiles who are injured by articles falling from passing motor trucks, if the testimony shows that employees of the motor truck owner used reasonable care to tie or secure the article on the truck and through unforeseen reasons and circumstances



"Don't you think that's carrying this piggy-back idea a little too far?"

the article became dislodged or loosened from the truck.

WAREHOUSING

Is warehouseman liable for loss of stored goods by fire not caused by his negligence?

Recently the writer attended a convention of warehousemen. Several members presented a legal question, as follows: "A few months ago you stated in DISTRIBUTION AGE that a warehouse corporation which advertises a "fireproof" warehouse is liable if the warehouse building burns. Is the warehouse corporation always liable for damages to the owners of destroyed goods?"

I have located a new higher court decision which modifies the law on this subject.

In G— v. C— Warehouse Co. 263 Pac. (2d) 252, the testimony showed facts as follows:

One G—, upon his entrance into military service, through a newspaper advertisement contacted a warehouse company by mail concerning the storage of his household goods. Pursuant to this correspondence, the warehouse company's employees went to S—, loaded the goods and hauled them to the warehouse. Up to this time neither G— nor his wife had ever been at the warehouse.

Several days later the warehouse company mailed its "Warehouse Receipt and Contract" to G—. On this printed form were the words, "Fireproof Warehouse." The form provided that the warehouse company will be responsible for exercise of ordinary diligence and care; but "not responsible" for loss or damage to said goods caused by moth, fire, rust, deterioration, Acts of God, or other causes beyond its control.

One Sunday morning the warehouse was intentionally set on fire by an 11-year-old boy. It, together with its contents including G—'s goods in storage, was destroyed.

G— sued the warehouse for the
(Please Turn to Page 111)

Mills Elected President By Indiana Movers Group

Ronald Mills, of Nunley-Gardner, Inc., was elected president by Indiana Household Movers and Warehousemen, Inc. at a recent meeting in Indianapolis.

Other officers elected are Ed Kettler, Fort Wayne, vice president; Fred Smith, Indianapolis, secretary-treasurer; and Fred Wiecking, executive secretary.

—DA—

Warehouse Briefs

The North Atlantic Chapter of the National Assn. of Refrigerated Warehouses held a two-day convention in Washington, D. C., recently. Legislation dealing with secondary boycotts, area-wide bargaining, and states' rights were discussed.

Bekins Van and Storage Co. has announced plans to build two new warehouses in Arizona. They will be located in Phoenix and Tucson.

Twenty acres of land has been purchased by **Allied Van Lines, Inc.**, in Tarrant County, Texas, for a new truck terminal. The site is midway between Dallas and Fort Worth.

Wolverine Storage Co., of Detroit, Mich., a public merchandise warehouse facility owned by the **Joyce Brothers of Chicago**, has joined **Allied Distribution, Inc.**

Ten agents of **United Van Lines** in the Los Angeles area have joined to establish a sales office in the southern California city.

Paul Arpin Van Lines, Inc., of Providence, R. I., has announced the opening of a branch office and warehouse in Jacksonville, Fla.

Haslett Warehouse Co. has now opened its recently constructed one-story warehouse in Oakland, Calif.

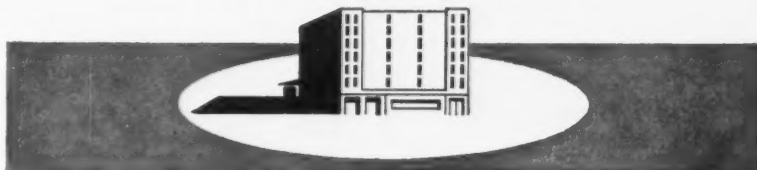
Abilene Moving and Storage Co., Inc., has purchased five acres in Abilene Plaza, a planned industrial district, for erection of a new warehouse.

Arctic Cold Storage Co., Philadelphia, recently converted two freezer rooms exclusively for imported frozen merchandise in bond. This is in addition to bonded cooler space.

North American Van Lines, Inc., is participating in a joint tariff with **Riddle Airlines, Inc.** and **Aerovias Sud Americanas, Inc.**, for transportation of household goods between the United States and Central America, Cuba, Puerto Rico, and South America.

The Roederer Transfer and Storage Co., of Davenport, Iowa, celebrated its 30th anniversary on Tuesday, Feb. 26, with a dinner for its employees and their families.

Warehouse SPOTLIGHT



Southwest W&TA Elects Stoune

The Southwest Warehouse and Transfermen's Association, meeting recently, elected Carl Stoune, of Central Forwarding Inc., president. Other officers are: Jim S. Porter, Commercial Warehouse Co., first vice president; John K. Dozier, Houston Terminal Warehouse and Cold Storage Co., second vice president; Ben B. Johnston, Johnston Storage Warehouse, Inc., treasurer; George Wells, OK Storage and Transfer Co., Arkansas vice president; James C. McClure, Nationwide Moving and Storage Corp., Louisiana vice president; Carlos J. Hogue, Albuquerque Moving & Storage Co., New Mexico vice president; and John S. Gillis, Gillis-Hood Security Warehouse, Inc., Oklahoma vice president.

—DA—

The Mayflower Warehousemen's Assn. has moved to new office quarters. The address: 810 Guaranty Building, Indianapolis 4, Ind.

—DA—

Rollins New President Of Wichita Warehousemen

Wayde L. Rollins, of Atherton Transfer & Storage Co. Inc., was elected president of the Wichita Mover's and Warehousemen's Association at its recent meeting.

Other officers are: John Macey, of Red Ball Transfer & Storage Co., vice president; Dave Bush, of Grey Transfer & Storage Co., secretary-treasurer; Victor Paulen, Southwest Transfer & Storage Co., director; and Thomas Drake, United Van Lines Inc., director.

Men in the Spotlight



Robert H. Daut—named to the Board of Directors of Harborside Warehouse Co., Inc., Jersey City, N. J.

W. Richard Helstrom and **C. Richard Shirk**—named director of safety and general claims manager, respectively, by North American Van Lines, Inc.



E. J. Flavin (left)—promoted to assistant to the president and **Walter W. Linder**—promoted to comptroller and acting general manager of Allied Van Lines, Inc.

Karl W. Roth—becomes president of Sloan's Moving and Storage Co., St. Louis, Mo.

Daniel P. Bryant—elected president of Bekins Van and Storage Co. **Milo W. Bekins**—elected chairman of the board. **Herbert B. Holt**—becomes vice chairman of the board and chairman of the executive committee. **Milo Bekins, Jr.**—named assistant general manager.

Robert J. Lamneck—Appointed eastern representative for Affiliated Warehouse Companies.



Don E. Coats—has joined the sales organization of Mayflower Warehouses in Dallas, Texas.

Gordon Scott—becomes assistant to the president of Republic Van and Storage Co.

BIRMINGHAM, ALA. 1880—Seventy-seven Years of Service—1957

HARRIS WAREHOUSE CO.

- 8 South 13th St., Birmingham •

Merchandise and Household Goods

- STORAGE • CARTAGE • DISTRIBUTION • FORWARDING

Pool Cars Handled

Member of A.C.W.—A.W.A.—N.F.W.A. Agents for Allied Van Lines, Inc.

BIRMINGHAM, ALA.

SOUTHERN BONDED WAREHOUSE
2 Finley Avenue, West • Birmingham

Telephone • Alpine 1-0247



- AAA Masonry and Steel Construction
- Unlimited Floor Load—24' Ceilings
- Light, Dry, Airy—One-story Construction
- Sprinkler System—fully Automatic
- Fully-bonded Warehouse
- Pool Car Distribution
- Parcel Post Shipments
- Palletized Loading
- Trucks for Local Delivery
- 14 Loading Docks
- 7 Railroad Sidings
- 45,676 Square Feet Floor Space

ATLANTA WAREHOUSE: 367 John Street, N.W., Atlanta 13 • Jackson 4-3421

CHICAGO: 519 West Roosevelt Road, Chicago 7 • Canal 6-5742

MEMBER AWA • NWS

BIRMINGHAM, ALA.

STRICKLAND TRANSFER & WAREHOUSE CO.

112 South 14th St., Birmingham



General Merchandise Storage and Distribution
Pool Car Service a Specialty—Motor Truck Service
Centrally Located—Free Switching from All R.R.s

DOTHAN, ALA.

SECURITY BONDED WAREHOUSE

500-501 East Commerce Street
POOL CAR DISTRIBUTION

SERVING
S.E. Alabama
S.W. Georgia
N.W. Florida

Receiving—STORAGE—Handling.
Motor Freight Service to all points.
6-car Private Siding. Reciprocal Switching.
Efficient—Conscientious Branch House Service.

PHOENIX, ARIZONA

LIGHTNING MOVING & WAREHOUSE
Established 1890

Box 2033 PHOENIX Teletype Px262


Offering complete warehouse service for all types of general merchandise.

- Palletized Operation
- Pool Car Distribution
- Field Warehousing
- Free Switching
- Local Cartage Service
- Inside Truck Loading
- Private Sidings — 20 Car Capacity

Consign shipments via S.F. — S.P.

- Storage and Nationwide moving of household goods.


Represented by
American Chain of Warehouses
Allied Distribution
Member American Warehousemen's Association



For more product information use the
READERS' SERVICE CARD
facing Page 49 to check your selections

LITTLE ROCK, ARK.

Represented by Allied Distribution, Inc.
Member of AWA.



COMMERCIAL WAREHOUSE CO.
300-324 RECTOR STREET
LITTLE ROCK, ARK.

ALAMEDA, CAL. **COMPLETE WESTERN DISTRIBUTION**

On San Francisco Bay



General Merchandise Storage • Pool Car Distribution
• Storage-in-Transit • Trucking, Car Loading
• Private Office Space • Central Phone Service •
Bulk Storage Facilities • Industrial Sites

ENCINAL TERMINALS & WAREHOUSES
ALAMEDA and SAN LEANDRO, CALIF. • P. O. Drawer A, Alameda, California

LOS ANGELES, CAL.

Commercial Warehousing and Distribution



BEKINS WAREHOUSING CORP.
Since 1891
Subsidiary of Bekins Van & Storage Co.
1335 SO. FIGUEROA
W. C. Elliott, Manager

LOS ANGELES, CAL. MEMBER OF A.W.A.

PACIFIC COAST TERMINAL WAREHOUSE COMPANY
4802 LOMA VISTA AVE. LOS ANGELES 58
MERCHANDISE STORAGE AND DISTRIBUTION
Located in the heart of the Wholesale District

LOS ANGELES, CAL. ESTABLISHED 1918 Phone: TR-8282

PACIFIC COMMERCIAL WAREHOUSE, INC.
923 E. 3rd St. Los Angeles 13, Cal.
GENERAL MERCHANDISE STORAGE
POOL CAR DISTRIBUTION STORAGE IN TRANSIT
DAILY HARBOR, LOCAL AND STATEWIDE HAULING
EXPERIENCED, EFFICIENT, BONDED PERSONNEL
10 Car Siding on A.T.&S.F. Railway
Sprinklered—A.D.T. Protected

LOS ANGELES, CAL. Member of AWA—LAWA—CalTA

SIGNAL TRUCKING SERVICE, LTD.
Warehouse Division
4455 Fruitland Avenue, Los Angeles 58, California and 315 Marine Avenue
Wilmington, California

LOgans 8-3171 • NEVada 6-1851 Teletype Los Angeles 103

MERCHANDISE WAREHOUSING & POOL CAR DISTRIBUTION
Represented in New York by H. C. Wall, 1775 Broadway, N.Y.C. JUDson 6-4386

LOS ANGELES, CAL. 1817-1855 INDUSTRIAL ST., LOS ANGELES 21

Star Truck & Warehouse Co.
COMPLETE FACILITIES EFFICIENT SERVICE
SPRINKLERED—A.D.T.

Storage 258,000 Square Feet **Distribution** 120 Pieces Motor Equipment **Drayage**
New York Represented by Distribution Service Chicago San Francisco

and Firms are Arranged Alphabetically

OAKLAND, CALIF. SACRAMENTO, CALIF. **GENERAL MERCHANDISE**

WAREHOUSING • DISTRIBUTING • DRAYING
Steamer Piers • Office Space Available

HOWARD TERMINAL

Established 1900

95 MARKET STREET • OAKLAND 4, CALIFORNIA

SAN FRANCISCO, CAL.

HASLETT WAREHOUSE COMPANY

680 BEACH STREET, SAN FRANCISCO 9

Largest and most complete storage and trucking service on the Pacific Coast

Operating in San Francisco, Oakland, Stockton and Sacramento

Member: American Warehousemen's Assn.
American Chain of Warehouses, Inc.

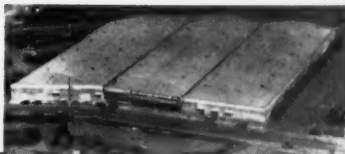
SAN FRANCISCO, CAL.

Utter 1-3461

SAN FRANCISCO WAREHOUSE CO.

COMPLETE WAREHOUSE SERVICE

500,000 Sq. Ft.



605 THIRD ST., SAN FRANCISCO 7
Teletype SF933

Member
American Warehousemen's Assn.
Distribution Service, Inc.

It's NORTH DENVER

for the West's
MOST EFFICIENT SERVICE



to over 2,000,000 people
in the Rocky Mtn. Empire

Deliver what they want...WHEN THEY WANT IT...
by warehousing at NORTH DENVER!

Over 1,000,000 potential customers in all directions from Denver look to this city for their daily needs. Mr. Sales Manager. That alone points up the need to warehouse such as NORTH DENVER. Ask your Traffic Manager...he knows NORTH DENVER often over half a century of warehousing experience. And, while we've stored merchandise for others, we've gained our own store of valuable knowledge. It's yours for the asking. So, why not write us?

BUTTER 777...TELETYPE DN 553...

NORTH DENVER TRANSFER & STORAGE COMPANY

OFFICE 2101 MARKET ST.

DENVER, COLORADO

Represented by

ALLIED DISTRIBUTION INC.

CHICAGO 4
224 So. Michigan Ave.
Wabash 3-2527



NEW YORK 24
11 WEST 42ND ST.
PEm. 9-7957

MARCH, 1957

Colorado Springs, Colo.

SIERRA MADRE OF LAS ANIMAS

WEICKER TRANSFER & STORAGE CO.

- ★ Pool car distribution—
- ★ Moving, packing, shipping.
- ★ Cranes, Winch, Heavy hauling equipment.

Agent ALLIED Van Lines



In Denver call LARSEN

Specializing in General Merchandise Storage and Pool Car Distribution

- TELETYPE DN 536
- FREE SWITCHING
- LOCAL DELIVERIES
- PRIVATE SIDING U.P.
- SPRINKLERED SPACE
- LOW INSURANCE RATE

LARSEN TRANSFER & STORAGE CO.
P.O. Box 5152 Terminal Annex Denver 17, Colorado

Represented By

Affiliated WAREHOUSE COMPANIES

NEW YORK



CHICAGO

DENVER, COLO.

1700 Fifteenth, Denver 17, Colo.

WEICKER TRANSFER & STORAGE CO.

- ★ 340,000 sq. ft. of modern concrete and mill constructed buildings for mds. and house-hold goods storage.
- ★ Pool car distribution—12 car siding.
- ★ Moving, packing, shipping.
- ★ Crane, Winch, Heavy hauling equipment.
- ★ Operate a statewide, daily motor freight service under regulation of the Public Utilities Com. in connection with Interstate Truck Lines to Principal Cities. Wholesale and distribution facilities in Colorado Springs and Pueblo.

Low Insurance Rates

★AGENT ALLIED VAN LINES—

PUEBLO, COLO.

Member of May. W.A.—A.W.A.—Colo. W.A.

BURCH WAREHOUSE AND TRANSFER CO., INC.

General Office and Warehouse
200 SO. SANTE FE AVENUE
Modern Sprinklered Fireproof Building—Freight Forwarding and Distribution—Household and Merchandise Storage.

PACKING AND SHIPPING



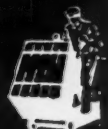
PUEBLO, COLO.

128-130 SOUTH MAIN

WEICKER TRANSFER & STORAGE CO.

- Modern Sprinklered Building
- Household and Merchandise Facilities
- Pool Car Distribution
- Freight Forwarding and Distribution

★AGENT ALLIED VAN LINES—



HARTFORD, CONN.

LET DEWEY DO IT!



100,000 sq. ft. warehousing space; 8-car private siding; complete ADT fire, burglary protection; 100% sprinklered warehouse. Teletype H.F. 287 or write...

Geo. E. Dewey & Co.
11 Donald St., Hartford 5, Conn.

HARTFORD, CONN.

U. S. CUSTOMS BONDED WAREHOUSES

**HARTFORD DESPATCH
AND WAREHOUSE CO., INC.**

- ★ Public Storage ★ Pool Car Distribution
- ★ 100% Palletized ★ ADT Protective Service
- ★ Prompt Delivery Via Own Fleet

MEMBER
ALLIED VAN LINES, INC.

Moving — Packing — Storing — Shipping**NEW HAVEN, CONN.**

Member of AWA-ConnWA-New Haven CofC

THE ATLANTIC BONDED WAREHOUSE CORP.

114 Ferry Street P. O. Box 33 New Haven 1, Conn.
Merchandise Storage—U. S. Customs and Internal Revenue Bonded—
Consolidation—Storage and Distribution—Inventory Control
—Telephone and Clerical Service—Brick and Concrete Building—
Sprinklered—Heated—Private Siding NYNH&H R.R.—
All Trucking Facilities—Pool Car Distribution.

**NEW HAVEN, CONN.**

M. E. KIELY, Pres.

DAVIS STORAGE CO.

335 East Street, New Haven 2, Connecticut

STORAGE**DISTRIBUTION****TRUCKING**

Private Siding Heated Space
Modern Fireproof Warehouse

Members: Connecticut Warehousemen's Assn. and Associated Warehouses, Inc.

NEW HAVEN, CONN.**THE
SMEDLEY
COMPANY**

established 1860

Complete Storage and Distribution Service
Merchandise—Household Goods
AWA—NFWA—AVL agents

DOVER, DEL.

Member of AWA—NFWA

DELMARVA WAREHOUSES, INC.

Wm. St. & Penna. R.R., Dover, Delaware

Phone—Dover 3141-5949

**GENERAL MERCHANDISE and HOUSEHOLD
GOODS STORAGE**

120,000 sq. ft. 80,000 sq. ft. heated
Lease rentals of whole buildings or parts

15 car private siding
Storage in transit
Pool car distribution
Inventory control

Agents for Allied Van Lines

**WASHINGTON, D. C.**

Telephone ADams 2-2883

KANE WAREHOUSE COMPANY

8th & Franklin Streets, N. E. Washington 17, D. C.

Complete Facilities for
Commercial Storage and Distribution

Member: American Warehousemen's Association

**WASHINGTON, D. C.**

H. H. SPICER, JR., Mgr.

**THE TERMINAL STORAGE COMPANY
OF WASHINGTON**

First, K and L Streets, N. E., Washington 2

Large buildings of modern construction, total floor area 204,000
square feet, of which 199,000 square feet is of fireproof con-
struction. Storage of general merchandise.

CONSIGN SHIPMENTS VIA B. & O. R. R.
Heated rooms for protection against freezing

JACKSONVILLE, FLA.**LANEY & DUKE STORAGE
WAREHOUSE CO., INC.**

Most Centrally Located Warehouse
In The City

- Reinforced concrete building with private siding on A. C. L. R. R., free switching.
- Clean, dry general storage and cooler facilities, modern equipment.
- Low Contents Insurance Rate. Pool car distribution and prompt local truck deliveries.



1560 Jessie St., Jacksonville, Fla.

Represented by

CHICAGO
834 S. MICHIGAN AVE.
WA 8-3167
Telephone C2857

ALLIED DISTRIBUTION INC.
NEW YORK 86
11 WEST 41ND ST
PL 2-6-9947

JACKSONVILLE, FLA.**M & M Terminal Warehouse Co.**

800 East Bay Street

Southern Terminus Willis Barge Line

Facilities: 125,000 sq. ft., 40 car Private Siding SAL, 25 truck doors, Watch-
man service. Deep water to 30 ft. Service Features: Mde. Storage, Pool Car
Dist. Stg. in Transit, local deliveries, mobile crane, 20 tons, 100% palletized.
Member: SEWA, JWA, ADI

JACKSONVILLE*Best of Service!*

150,000 sq. ft. ACL, SR.

Every desired warehousing service.

OVERMYER**WAREHOUSE
COMPANY**

520 CHAMPION

Phone: EL 5-2642

**JACKSONVILLE, FLA.**

Member: AWA—SEW&MA—JWA

PENINSULAR WAREHOUSE COMPANY

1507 Industrial Blvd.

Established 1912

Merchandise Storage—Pool Car Distribution—Trucking—New Reinforced
Concrete Buildings—Low Insurance Rate—14 Car
Siding — 15 Truck Platform — ADT Protection —
Cooler Space — Air Conditioned Office Space —
Completely Mechanized — 67,000 Square Feet —
Represented by AWI, Chicago phone: Randolph
6-4457, New York phone: Murray Hill 9-7645.

**JACKSONVILLE, FLA.**

FLORIDA'S LARGEST WAREHOUSE

Union Terminal Warehouse Company

700 East Union Street, Sta. G

Merchandise Storage—Custom Bonded—Pool Car Dis-
tribution—Reconsigning—Trucking Service—Trackage
52 Cars—Reinforced Concrete—Sprinkler System—
A.D.T. Service—Insurance Rate 12 Cents.
Rental Compartments—Sub-Postoffice
Members: A.W.A.—A.C.—of-W.—J.W.A.

**MIAMI, FLA.****INTER-CITY VAN & STORAGE, INC.**

7399 N. W. 36th AVE.

PH NE 4-2658

Merchandise Storage — Pool Car Distribution

- No Foodstuffs — Odor Free Commercial and Household Products Exclusively
- 30,000 Sq. ft. Steel & Concrete, Sprinklered Bldg.
- Central Location, yet no double inventory tax
- 5 Car Siding on F.E.C. Tracks

and Firms are Arranged Alphabetically

MIAMI, FLA.

INTERNATIONAL BONDED WAREHOUSE CORP.

U. S. CUSTOM BONDED

Member of American Warehousemen's Association and Southeastern Warehousemen's Association. Negotiable Warehouse Receipts

MERCHANDISE STORAGE

FEC RR SIDING—6 CARS

601-611 S.W. 8th St. (36)

Tel. FR 4-1208

MIAMI, FLA.



THE SEVEN SANTINI BROS. INC.

MOVING • STORAGE • EXPORT PACKING

RR SIDING

To and From Everywhere

20 N.E. 11th St. • MIAMI 32, FLORIDA
PHONE 82-7503

TAMPA

Best of Service!

200,000 sq. ft. ACL, SAL.

Every desired warehousing service.

OVERMYER WAREHOUSE COMPANY

1139 ELLAMAE

Phone: 2-8027



ATLANTA, GA.

American Bonded Warehouse
Southeastern Bonded Warehouses, Inc.

"Better Warehouse Service"

651-663 Humphries St., S.W.—Sou. R. R.

Merchandise Warehousing

Pool Car Distribution

Sprinklered

A.D.T. Burglar Protection

A.W.A.



ATLANTA, GA.

Member: A.W.A.

Lehigh Warehouse & Transportation Co.

Howard Kane
Manager

Glen Street & Murphy Ave.
Tel.—Walnut 5477

Storage space over 100,000 sq. ft. 14-car siding Central of Georgia. Reciprocal switching with all railroads. 8-truck platform. Pool car distribution. Storage in transit. Fully sprinklered completely mechanized, unlimited floor load. Insurance \$16. Air conditioned (cooler space). Temperature controlled and heated space available.

ATLANTA

Best of Service!

125,000 sq. ft. NC, STL.

Every desired warehousing service.

OVERMYER WAREHOUSE COMPANY

426 MARIETTA N.W.

Phone: MU 8-8686



ATLANTA, GA.

SOUTHERN BONDED WAREHOUSE

367 John Street, N. W. • Atlanta

Telephone • JACKSON 4-3421

- AAA Masonry and Steel Construction
- Unlimited Floor Load—24' Ceilings
- Light, Dry, Airy—One-story Construction
- Dry Sprinkler System—fully Automatic
- Three Fully-bonded Warehouses
- Pool Car Distribution
- Parcel Post Shipments
- Palletized Loading
- 27 Trucks for Local Delivery
- 74 Loading Docks
- 39 Railroad Sidings
- 209,000 Square Feet Floor Space

BIRMINGHAM WAREHOUSE: 2 Finley Avenue, West Birmingham • ALpine 1-0247

CHICAGO: 519 West Roosevelt Road, Chicago 7 • CANal 6-5742
MEMBER AWA • NWS



SAVANNAH, GA.

SAVANNAH

BONDED WAREHOUSE & TRANSFER CO.

WEST BAY STREET AT CANAL

Post Office Box 1187

General Storage—Pool Car Distribution
Local Cartage—Custom Bonded—State Bonded
Field Warehousing Sprinkler System

Members: A.W.A.—A.C. of W.

HONOLULU, HAWAII

WHEN SHIPPING GOODS TO

HONOLULU

Consign to us and the same will be given our best attention. Modern Concrete Warehouses. Collections promptly remitted. Established 1900. Correspondence Solicited.

CITY TRANSFER COMPANY, LTD.

610 FORT ST., HONOLULU

CABLE ADDRESS: LOVERINO

HONOLULU, HAWAII

2 modern concrete warehouses

Sprinkler systems throughout

Lowest insurance rates

200,000 sq. ft.

Collections & Distribution Service



MERCHANDISE—HOUSEHOLD EFFECTS

HC&D MOVING & STORAGE

P. O. Box 190, Honolulu 10, Hawaii—Cable Address "HONCONTRA"

CAIRO, ILL.

HUDSON WAREHOUSES

P.O. Box 86

Cairo, Ill.

Merchandise Storage and Distribution

Represented By Affiliated Warehouse Companies

105 W. Madison St.

Chicago 2, Ill.

Phone: STaTE 2-5180

36 W. 44th St.

New York 36, N. Y.

Murray Hill 2-8927

FOR FRIENDLY SERVICE CALL . . .

Affiliated

WAREHOUSE COMPANIES

105 W. Madison St., CHICAGO 2

ST 2-5180 • Walter P. Taylor

CHICAGO, ILL.

The Distributors' News Group

Represented by

ALLIED DISTRIBUTION INC.

CHICAGO

NEW YORK

11 WEST 42ND ST., PEa. 6-0967

224 SO. MICHIGAN AVE., WA 2-3567

CHICAGO

ILL.

AMERICAN CHAIN

OF WAREHOUSES, INC.

53 W. Jackson Blvd. • Harrison 7-3688

Henry Becker
Western
Manager

CHICAGO, ILL.

ANCHOR STORAGE CO.

251-315 EAST GRAND AVE
CHICAGO 11, ILL.

Warehouse located two blocks east of Michigan Avenue. Walking distance from Loop. Ten car switch C&NW Ry. Tunnel service. Splendid building. Low insurance rate.

THE TRADITIONAL INSIGNIA
OF
SAFETY
AND
SECURITY

Represented by
DISTRIBUTION SERVICE, INC.



Member AMERICAN WAREHOUSEMEN'S ASSOCIATION

AT CHICAGO, ILL.

Phone
CLYDE E. PHELPS
Randolph 6-4457 FOR

A
W
I



STORAGE—COAST TO COAST—SERVICE
MERCHANDISE WAREHOUSES IN 75 CITIES

ASSOCIATED WAREHOUSES, INC.
549 WEST RANDOLPH ST. • CHICAGO 6, ILL.

5 points
to remember
for complete
warehousing
distributing
service in
CHICAGO

SOUTH
5967 W. 65TH ST.

NEAR THE LOOP
429 W. 14TH PLACE

DOWNTOWN
433 W. HARRISON ST.

ON THE WATERFRONT
3101 EAST 103RD ST.

WEST
2750 W. 35TH ST.

PLUS THESE ADVANTAGES:

Modern buildings; low insurance; spacious switch tracks; ample truck loading docks; pool car distribution; storage in transit; cooler rooms; efficient handling equipment; private storage; office space; negotiable warehouse receipts; financing; fumigating facilities.

Crooks Terminal Warehouses, Inc.

CHICAGO 7 433 W. Harrison St. KANSAS CITY 1 1104 Union Ave. NEW YORK 17 51 E. 42nd St.

Associated with Overland Terminal Warehouse Co.
1807 E. Olympic Blvd., Los Angeles 21

Member of the American Warehousemen's Association
OFFERING COMPLETE BRANCH HOUSE FACILITIES.

Receiving Storing Marking Weighing Reconditioning Shipping C.O.D.
Sight Drafts Invoicing Collections Inventories Freight Prepayments

CHICAGO, ILL.

WARD CASTLE, President

CURRIER-LEE WAREHOUSES, Inc.

427-473 W. ERIE ST., CHICAGO 10
Complete Facilities for Merchandise
Storage and Distribution

Member: Associated Warehouses, Inc.



CHICAGO, ILL.

HEAVY INDUSTRIAL STORAGE

Switch track and crane facilities for handling
heavy merchandise, steel, machinery, paper.

BONDED AND LICENSED

EQUIPMENT STORAGE CORPORATION

Main Office and Warehouse

7446 S. Ashland Ave. Prospect 6-4616 Chicago 36, Ill.

CHICAGO, ILL.

Member A. W. A.

Griswold & Bateman Warehouse Co.

1525 NEWBERRY AVE.

CHICAGO 8

- Modern Buildings.
- Low contents insurance.
- Reshipping, city deliveries.
- Vacuum fumigation of food stuffs, tobacco, etc.
- Cooling Rooms.
- Direct track connections with C&NW, B&O, Soo Line, PM, CGW, and B&OCT Railroad.
- Over Fifty Years of Warehousing Experience.

* Represented by
CHICAGO 4
814 E. MICHIGAN AVE
WA 666 8-3361
Telerec 021387



NEW YORK 34
11 WEST 43RD ST.
PL 6-4957

CHICAGO, ILL.

Licensed & Bonded

FIRE PROOF STORAGE--4 warehouses

Packing — Crating — Shipping • NATION WIDE Long
Distance Moving • Economical rates—Unexcelled service

GROVE STORAGE CO. INC.

4301 Cottage Grove Avenue

Chicago's most progressive warehouse system

CHICAGO, ILL.

Member: N.F.W.A.

Allied Van Lines



Serving Chicago and
Suburbs for Over 50 Years

Consign Your Shipments to

JOYCE BROS. Stge. & Van Co.

6428 N. Clark St., Chicago 26

Rogers Park 4-0033 — Teletype CG-2196

J
O
Y
C
E

CHICAGO, ILL.

68 Years of Reliable Service



LINCOLN MAYFLOWER WAREHOUSES

Coast to Coast

4251-59 Drexel Blvd.

Chicago 15, Ill.

Storage—Packing—Shipping
Local and Long Distance Moving

CHICAGO, ILL.

Majestic Warehouses, Inc.

54 W. Randolph Street, Chicago 1, Ill.
Warehousing—Distributing—Cartage
15 Car Private Siding—Covered Dock Downtown
Area

COAST TO COAST MOVERS

Packing & Crating

ANdover 3-2293



CHICAGO, ILL.

CHICAGO OVERMYER

WAREHOUSE SALES COMPANY
Please contact MIDWEST SALES OFFICE
Suite 2000, 6 N. Michigan Blvd.
Chicago 2, Illinois
Phone: ANdover 3-3442



and Firms are Arranged Alphabetically

MIDLAND

in Chicago, Illinois

A complete warehouse organization fully equipped to handle merchandise rapidly and economically with convenient locations for local trade and excellent transportation facilities for national distribution. Served by Chicago Junction Railway providing direct connections with thirty-eight railroads. Receiving station for Railway Express Agency on premises.

Inquiries Invited on Storage,
Office and Rental Requirements

MIDLAND WAREHOUSES, INC.

1500 S. WESTERN AVE.

CHICAGO 8, ILL. • Canal 6-6811



NORTH PIER TERMINAL in Chicago

Largest
Best Located
Warehouses
in Chicago

NORTH SIDE

CENTRAL

SOUTH SIDE

WEST SIDE

Throw out your storage and distribution problems. Load them on us.

We are organized to schedule, route, trace, ship, inventory, store; do all paper work, dependably.

Largest, best located warehouses in Chicago, where you get fast, efficient rail and truck and air, ship and barge facilities (reciprocal switching at every house), covered platforms, the quickest ins and outs.

(Office-Warehouse combination plan, too. A prestige location in Chicago's front yard.)

MEMBER — American Warehousemen's Assn., Ill. Assn. Mdse. Whomen, Chgo. Assn. of Comm., Ill. Chamber of Comm., U. S. Chamber of Comm.

EASTERN REP.: J. Leo Cooke Warehouse Corp., New York, N. Y., phones, WH 3-6090 & Journal Square 2-5080.

WESTERN REP.: Encinal Terminala, Alameda, Cal., LAkehurst 3-1311.

Phone: W. W. Huggett, President, or S. T. Heffner, Vice President.

North Pier Terminal

Executive Offices:

444 N. Lake Shore Dr., Chicago 11.

Phone: SUperior 7-5606



CHICAGO, ILL.

Close to the Loop District, these two co-operated warehouses offer quick, efficient and economical service to stores and distributors in Chicago and the Mid-West.

PRODUCERS WAREHOUSE CO.

344 No. Canal St. (6) C. & N. W. Ry.

THOMSON TERMINALS INC.

346 W. Kinzie St. (10) C. M. St. P. & P. R. R.

Prompt Deliveries

Advances Made

EXPERIENCE, COMPLETE FACILITIES, BUT BEST OF ALL PERSONALIZED!

PACKERS makes you feel like a customer again! This family management firm has the true "responsibility factor" so essential to good service today!

Coupled with all facilities, for all types of merchandise . . . Marking, re-packing, sorting, secretarial services . . . the facilities and experience for your entire distribution job.



Phillip McConnell
Treasurer

PACKERS

TERMINAL & WAREHOUSE CORP.

General Offices: 4000 Packers Ave., Chicago 9, Ill.

All Phones: Virginia 7-7972

Affiliated with
Bridgeport
Warehouse Corp.
Railway Terminal
& Warehouse Co.
Illiana Transit
Warehouse Corp.

General Merchandise Storage and Space
Leasing Area over 500,000 sq. ft.
Cooler Storage Area 45,000 sq. ft.
Rail Sidings on the Chicago Junction Ry.
for 25-30 Cars.
Ample Truck Facilities—Central Location.

Represented By
Affiliated WAREHOUSE COMPANIES
105 W. Madison St., 38 W. 44th Street
Chicago 2 New York 36
ST 2-5189 MU 2-8927



CHICAGO, ILL.

RIVERSIDE WAREHOUSE

of Anchor Storage Co.

219 East North Water St., Chicago 11, Ill.

Telephone Mohawk 4-3325

GENERAL MERCHANDISE STORAGE

Centrally located one block east of Michigan Ave. Bridge

Ten Car Private Siding C & N W Ry.

Represented by Distribution Service, Inc.



Member **AMERICAN WAREHOUSEMEN'S ASSOCIATION**

ADD . . .

"the finishing touch"

to your sales program with Soo Terminal's storage and distribution "know how"!

- An all-over service since 1914
- 500,000 sq. ft. fireproof building
- Fully palletized and powerized
- Year 'round candy storage
- Cartage office on premises

SOO TERMINAL WAREHOUSE

Div. Beatrice Foods Co.

519 W. Roosevelt Road

Chicago 7, Ill.

Canal 6-5740

CHICAGO, ILL.

In Chicago use

SYKES COMPLETE WAREHOUSE and Distribution Service

Fully sprinklered warehouse building for merchandise storage exclusively. Centrally located — only 12 minutes from the loop. Complete warehouse service with personal supervision. Pool Car Distribution.

SYKES TERMINAL WAREHOUSE CO.

929 West 19th St., Chicago 8, Ill. Phone Monroe 6-2370



CHICAGO, ILL.

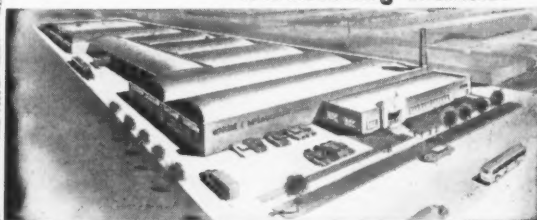
Phone: AUstin 7-7300

VICTOR STORAGE & MOVING

4809 W. Lake St. Chicago 44, Ill.
for efficient, dependable warehousing in the
important Chicagoland market
GENERAL MERCHANDISE & FURNITURE
45,000 SQ. FT. OF MODERN WAREHOUSE FACILITY
IMMEDIATE ACCESS TO TRUCK, RAIL, AIR
PILE HEIGHTS TO 18 FT.
FULLY INSURED, ADT PROTECTION
Exclusive Agents for American Red Ball Transit Co.

WAKEM & McLAUGHLIN

Since 1886 The Midwest's most
modern and complete
warehousing facilities



400,000 square feet in 2 convenient locations

- SINGLE STORY OPERATION
- FULLY MECHANIZED
- INSIDE SIDINGS & TRUCK DOCKS
- SPRINKLER & ADT PROTECTION
- LOW INSURANCE RATES
- MEMBER AMERICAN WAREHOUSEMEN'S ASSN.

W & M

write or wire for full details and services

WAKEM & McLAUGHLIN Incorporated

General Offices: 225 East Illinois Street

Chicago 11 Superior 7-6828

CHICAGO, ILL.

One of Chicago's Finest

A half million feet of modern warehouse space where you have every advantage for receiving, shipping and reshipping. Track space accommodates 360 railroad freight cars. 70 ft. covered driveways practically surround the clean, light and airy warehouse.

Located on the edge of Chicago's famous Loop and only one block from the mammoth new Post Office. Western Warehouse is in the heart of all business activity. Write for complete information.

WESTERN WAREHOUSING COMPANY

323 West Polk Street

Chicago 7, Ill.

DECATUR, ILLINOIS

★ **Parke** ★

WAREHOUSES

Established 1854

Mid-City of Mid-America

STORAGE and DISTRIBUTION

ILLINOIS
DECATUR

E. ST. LOUIS, ILL.



MODERN — EFFICIENT — COMPLETE GENERAL MERCHANDISE STORAGE

- Located five minutes from downtown St. Louis
- 120,000 sq. ft. of storage space with unlimited floor load
- Completely sprinklered and full time watch service

PRIVATE SIDING, 16-CAR CAP.
POOL CAR DISTRIBUTION • PALLETIZED HANDLING
STORAGE IN TRANSIT • BRANCH OFFICE SPACE
16-18 FT. CEILING HEIGHT

NATIONAL CITY PUBLIC WAREHOUSE

A Department of the St. Louis National Stockyards Co.

NATIONAL STOCK YARDS, ILLINOIS

Phone Bridge 1-1704

Phone Upton 4-1190

EAST ST. LOUIS, ILL.

Telephone: Bridge 1-3723

MERCHANDISE WAREHOUSING



For The Carload Shipper
360,000 Sq. Ft. on One Floor
50 Car Private Siding on TRRA.
Storage In Transit Privileges
A.D.T. Burglar & Sprinkler Alarms

S. J. LUSBY, Vice-Pres.

G. J. NOONEY & CO.

(MISSISSIPPI AVENUE WAREHOUSE)
EAST ST. LOUIS, P. O. BOX 26, ILL.

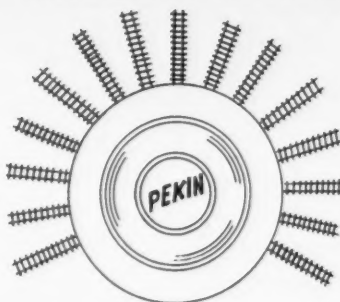


and Firms are Arranged Alphabetically

KRIEGSMAN in PEKIN

HUB OF 15 MAJOR RAILROADS

**SPOT STORAGE AND
IN-TRANSIT
WAREHOUSING
MADE EASY . . . 300-600
CAR CAPACITY**



22 CAR SIDING RECIPROCAL SWITCHING WITH

N.Y.C.—Ill. Central	A.T. & S.F.—C.B. & O.
C.R.I. & P.—C. & I.M.	C. & N.W.—P.T. Co.—
G.M. & O.—M. & St. L.	I.T. Co.
N.K.P.—Penn R.R.	T.P. & W.—P & P.U.

- 12 trucks and trailers scheduled hourly to Peoria—minutes away!
- Nearby Barge and Airlines.



MODERN WAREHOUSE—100% mechanized . . . largest, most modern in the nation . . . 160,000 square feet . . . unlimited floor load . . . 100% palletized . . . new safety methods permit lowest insurance rates.

MODERN METHODS—Each carload precision loaded in separate piles . . . first in first out loading . . . simple running inventories kept.

MODERN HANDLING EQUIPMENT—a special truck for any job including 4,000 pound lift trucks and thousands of pallets, canned milk turned in one easy operation without re-piling . . . newer, faster, safer methods to handle rolls of paper.

MODERN TECHNIQUES FOR LOADING POOL AND STOP-OVER CARS

—42 years experience goes into your job . . . keeps your production line running smoothly . . . cars are loaded to YOUR standards . . . new cardboarding and strapping methods give you damage-free deliveries.

EXPERT FURNITURE STORAGE . . .

first to introduce palletization . . . first to store on clean, dust-free 4-wheeled dollies which cut damage, eliminate 6 unnecessary handlings, and unwarranted wrapping expense.

MODERN BOOKKEEPING METHODS

—slash thru yards of red-tape . . . our records geared to your system . . . you receive the billing or warehousing receipts the day after cars are unloaded.

**CALL OR WRITE TODAY FOR FULL DETAILS
ON THE NATION'S FINEST WAREHOUSING
OPERATION IN THE NATION'S MOST STRATEGIC
WAREHOUSING LOCATION.**

KRIEGSMAN TRANSFER CO.

PEKIN, ILLINOIS • Phone 6-4178

Teletype: PEKIN, ILL. 8469



E. ST. LOUIS, ILL.

COLUMBIA TERMINALS CO.

(McMahon Division)

OFFICES: BROADWAY AT 7TH ST., EAST ST. LOUIS, ILL.
GENERAL HAULING—WAREHOUSING AND FORWARDING
WAREHOUSES ON SOUTHERN RAILROAD BELT LINE

JOLIET, ILL.

Telephones 4381 and 4382

Joliet Warehouse and Transfer Company

Joliet, Illinois



MERCHANDISE STORAGE AND DISTRIBUTION

Best distributing point in Middle West
Located on five Trunk Lines and Outer
Belt which connects with every road enter-
ing Chicago. No switching charges.
Chicago Freight Rates Apply



JOLIET, ILL.

TRANSIT WAREHOUSE AND DISTRIBUTING CO.

90 CASSEDAY AVENUE, JOLIET, ILLINOIS

Phone—Joliet 5276

Merchandise Storage and Distribution

The only completely Palletized Warehouse in Joliet
Pool Car Distribution • Motor Freight Service
Located on Rock Island R. R. • Free Switching

MCCOOK, ILL.

- Licensed, Bonded
- Heated Facilities
- Railroad Switching
- Inside Truck Loading
- Sprinkler Protected
- ADT Protection
- In Chicago's Switch-
ing District

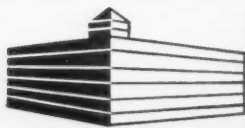
**J. L. CARTAGE
& WAREHOUSE**

Specializing in food products and raw materials

Route #66 and Joliet Ave., McCook, Illinois

P. O. Box C, Lyons, Ill., Phone: Lyons 3-7484-5

PEORIA, ILLINOIS



**UNITED
FACILITIES
Merchandise
Warehousing**

- Storage in Transit • 210,000 sq. ft. Sprinklered
- 17 Car Private Sidings and Dock • Free Switching to 12 Lines
- ADT Fire and Burglar Protection • Air-Conditioned Storage

UNITED FACILITIES, INC.

2800 S. Adams Peoria, Illinois
Phone 6-5581



ROCKFORD, ILL.

Phone: Rockford 2-5509



and WAREHOUSING

711 So. Main St., Rockford, Ill.

Merchandise Storage • Pool Car
Distribution • Rail Siding • Office Space

Represented by Affiliated Warehouse Companies, Chicago-New York

VANDALIA, ILL.

Telephone: 475

VANDALIA WAREHOUSE CORPORATION

1217-1331 W. Main Street

Merchandise Storage At Its Best

140,000 sq. ft. fully sprinklered—A.D.T.—lowest insurance rates—unlim-
ited floor loads. 4 sidings—30 car capacity—Served by IC and PRR—
reciprocal switching—ample truck docks—fork lifts and palletized.
STORAGE-IN-TRANSIT PRIVILEGES

ELKHART, IND.

DISCO GENERAL WAREHOUSE

700 W. Beardsley Ave.

Phone 3-4725

100,000 sq. ft. Heated. Fully Sprinklered. ADT Protection.
Very low insurance rate. Unlimited floor loads. Private rail
siding N.Y.C. Truck docks. Palletized fork lift trucks.
Storage in transit privileges. Cartage service.

EVANSVILLE, IND.

Experienced Personnel—Prompt Service

Complete warehousing and distribution services—418,000 sq. ft. on one
floor—Unlimited floor load—Spotting for 84 carloads at one time—
Continuous truck doors—Low insurance rate.

Sprinklered—Palletized—Open yard storage



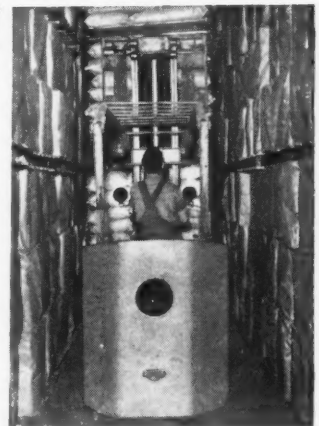
BEELER WAREHOUSE CORP.

1147 WEDEKING AVE.

Phone 5-3585

**SAFE...SPEEDY
cost-saving
storage**

100,000 square feet of
modern warehouse storage
space . . . all one story, no
floor load limit, completely
palletized operations . . .
low contents insurance rate
of 11.4¢ per \$100 per an-
num. When you utilize
Mead Johnson Terminal for
your warehousing and dis-
tribution requirements you
receive first class, eco-
nomical and efficient ware-
housing service. These
facilities are completely
integrated with an all-
inclusive distribution service
. . . river-rail-truck ter-
minal, bulk terminals, ware-
house and open yard
storage . . . all detailed in
the facilities guide shown
at right.



Send Now
for your free
file copy of the
Mead Johnson
Terminal Facilities
Manual

Serving Indiana, Illinois, Kentucky
and adjacent areas



**MEAD JOHNSON
TERMINAL CORP.**

EVANSVILLE, INDIANA

Member:

American Warehousemen's Association
American Waterways Operators, Inc.

ALLIED DISTRIBUTION INC.

CHICAGO 4 NEW YORK 18
224 S. MICHIGAN AV 11 WEST 42ND ST.
WAbash 2-3567 PENn. 6-0967

EVANSVILLE, IND.

Two of the more modern and larger ware-
houses in the heart of Evansville. Fire
Resistant, Sprinklered, Private R. R. Sid-
ings, Truck Dock Loading, Pool Car Dis-
tribution, Efficient Personnel.



**INGLE STREET
WAREHOUSE COMPANY**
No. 2 Ingle Street,
L. D. Phone: HA 4-1015



**FOR
BETTER**

Warehousing

EVANSVILLE INDIANA

TERMINAL WAREHOUSE

915-19 Main Street,

L. D. Phone: HA 5-8201

**NO TASK TOO GREAT
NO DETAIL TOO SMALL**

and Firms are Arranged Alphabetically

FORT WAYNE, IND.

Telephone Anthony 3222



FORT WAYNE STORAGE COMPANY, Inc.

806-808 Hayden St., Fort Wayne 4, Ind.

FIREPROOF AND NON-FIREPROOF BUILDINGS

Penna. Co. R. R.; Grand Rapids & Indiana R. R.; Wabash R. R.
Private Sidings—Pool Car Distribution

FORT WAYNE, IND.

EXCLUSIVELY



Merchandise and Cold Storage

Modern Fireproof Warehouses — Centrally Located — P.R.R.
Siding — Lowest Insurance Rates — Pool Car Distributors—
Local Cartage Service—Branch Office Service.

MITCHELL SALES & STORAGE, INC.

436 E. Brackenridge St., Fort Wayne 2, Ind.
Warehouse Receipts on Staple Commodities

FORT WAYNE, IND.

Members of MayWA-AWA



PETTIT'S STORAGE WAREHOUSE CO.

414 E. Columbia St., Fort Wayne 2, Ind.

MDSE. & HHC. POOL CAR DISTRIBUTION

New York City REPRESENTATIVES Chicago
MR. J. W. TERREFFORTE MR. H. H. BECKER
250 Park Avenue 53 W. Jackson Blvd.
YUkon 6-7722 TELEPHONE Harrison 7-3688

HAMMOND, IND.

Illiana Transit Whse. Corp.

CHICAGO SWITCHING DIST. I.H.R. RAILROAD

200,000 sq. ft. single story buildings, low insurance
rate—100% mechanized handling.

N. Y. Representative—AWC—Murray Hill 2-8927
1334 FIELD ST., HAMMOND, IND. SAGINAW 1-4411

BEST FOR STORAGE IN TRANSIT
AFFILIATED WITH GREAT LAKES WHE. CORP.
& PACKERS TERM'L & WHE. CORP.



INDIANAPOLIS, IND.

Phone MEIrose 2-4361

INDIANA TERMINAL & REFRIGERATING CO.

230-240 So. Penna. St., Indianapolis 4

Sprinklered Warehouses Office Rooms

General Merchandise and Cold Storage

Down Town Location with RR tracks in building

Eastern Representative: J. Lee Cooke Warehouse Corporation. New York phone: WH 3-5090



INDIANAPOLIS, IND.

Telephone MEIrose 5-4436 MEMBER OF A.W.A.

Indianapolis Warehouse & Storage Co., Inc.

330 West New York St. Indianapolis 1, Ind.

Merchandise Storage • Private Sidings, N.Y.C.

Pool Car Distribution • Office Space

Represented By
Distribution Service, Inc., New York City, Chicago, Ill.



INDIANAPOLIS, IND.

MEIrose 5-5513

A Complete Service

STROHM WAREHOUSE AND CARTAGE COMPANY

359 W. RAY STREET, INDIANAPOLIS

OPERATING 53 TRUCK UNITS

General Merchandise—Pool Car Distribution

Modern Motor Trucking Service

Check Out Service

All Merchandise On Check Out Cars Placed

On Platform Ready For Delivery

Reciprocal Switching, All Railroads

Store Door Delivery and Pick-up for

N. Y. C. R. R.



AMERICAN WAREHOUSEMEN'S ASSOCIATION

INDIANAPOLIS, IND.

Telephone—MEIrose 2-2525

MERCHANDISE STORAGE & POOL CAR DISTRIBUTION STORAGE-IN-TRANSIT

2 Locations, Anderson, Indianapolis

Consign NYC, PRR—Anderson

Consign IC—Indianapolis

Lease space—Office space



MERCHANDISE WAREHOUSE CO., INC.

1414 S. West St., Indianapolis 25, Ind

MISHAWAKA, IND.

MISHAWAKA WAREHOUSE & DISTRIBUTING COMPANY

LaSalle Ave. at Elder Road, Mishawaka, Ind.

GENERAL MERCHANDISE STORAGE

& POOL CAR DISTRIBUTION

NYCRR & Grand Trunk RR

Storage—South Bend—Mishawaka Area—Distribution

MUNCIE, IND.

Telephone AT 8-6677

GENERAL MERCHANDISE STORAGE

PRIVATE SIDINGS—35 CARS

SERVICED BY—C&O—NYC—NICKEL PLATE

LICENSED ICC INDIANA

OREN-SHIVELY WAREHOUSES

2700 So. Monroe St., Muncie, Ind.

CEDAR RAPIDS, IOWA

American Transfer & Storage Co.

401-411 FIRST ST. S. E. PHONE EMpire 2-1147

SINCE 1907

General Merchandise Warehousing and Distribution.

Cold Storage.

Modern Brick Warehouse, Sprinklered 80,000 Square Feet.

Siding on C. M. St. P. & P. Rd. Free Switching from Other

Roads. Motor Freight Terminal.

Member of A.W.A.—N.F.W.A.



CEDAR RAPIDS, IOWA

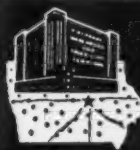
Cedar Rapids TRANSFER & STORAGE CO.

MODERN WAREHOUSE
AND TRUCK TERMINAL ON TRACKAGE

Complete Facilities For Efficient Warehousing

and Distribution of Merchandise

DAILY SERVICE IN EVERY DIRECTION



DUBUQUE, IOWA

COMPLETE

DISTRIBUTION SERVICES

222,000 sq. ft. of floor space in buildings of brick-concrete-

steel construction. Chicago-Great Western R.R. siding with

10 car capacity. Free switching with Federal Barge Lines.

Low insurance rates. Complete-Motor-Freight-Facilities.

Pool Car distribution—all kinds. Merchandise & House-

hold Goods Storage, industrial and office space for rent.

Write today

DUBUQUE STORAGE & TRANSFER CO.

3000 ELM ST.

DUBUQUE, IOWA

Member of Iowa Warehouse Ass'n.

Chicago Representatives: Associated Warehousemen, Inc.



Member NATIONAL FURNITURE WAREHOUSEMEN'S ASSN.

Agent ALLIED VAN LINES, INC.



KANSAS CITY, KANSAS

- Complete Merchandise Storage Service
- 400,000 Square Feet Modern Sprinklered Bldgs.
- Extensive Rail and Truck Facilities

G-K WAREHOUSES, INC.

Kansas Ave. & Railroad St., DRexel 6518—Kansas City, Kansas

WICHITA, KANSAS

Brokers Office & Warehouse Co. A Modern Distribution and Warehouse Service

149 North Rock Island Ave., Wichita 2
B. W. BILLINGSLEY, JR., Manager
Member of American Chain of Warehouses



WICHITA, KANSAS

MERCHANTS Van & Storage Company

619 E. William St., Wichita 2, Kansas
Household Goods & Merchandise
Storage. Free Switching—Sprinkler
System



Member of NFWA—AVL

WICHITA, KANSAS

"We put the *SERVE* in *SERVICE*—
Ask Our Customers"

WAREHOUSE WITH AND DISTRIBUTE THROUGH: SERVICE TRANSFER, INC.

FRANK BARTHELME, PRES.
512 East 21st St. • Wichita 2, Kansas • HO 4-1520
Three warehouses in North Wichita, served by all lines into Wichita,
with free switching. Call Collect, Wire or Write for quotations.
Represented by Affiliated Warehouse Companies—
Agent for Howard Van Lines, Inc.

LOUISVILLE, KY.

LOUISVILLE PUBLIC WAREHOUSE COMPANY

1450 South 10th St., Louisville 10, Ky.

11 WAREHOUSES

397,000 Square Feet of Floor Space

Merchandise Storage and Distribution

MEMBER—A.W.A.—American Chain—Distribution Service, Inc.

LAKE CHARLES, LA.

STORAGE—LOW COST

24 Hour Service—365 Days per Year. 40,000 Sq. Ft.—one floor—
Watchman Service. City and State-wide Truck Line on Premises.
Address Inquiries to—

A.F.G.S. WAREHOUSE CORPORATION
C/O AARON FERER AND SONS, INC.

2028 N. Main Street Phone—CE 1-9535 St. Louis 6, Missouri

NEW ORLEANS, LA.

Agents



H. G. BAUER

Established 1923

1111 Barracks St.
New Orleans 16, La.

Household Goods Storage
Local & Long Distance Moving
EXPORT CRATING & SHIPPING



Agents
UNITED VAN LINES, INC.
Moving With Care "Everywhere"

PACKING — SHIPPING — MODERN EQUIPMENT
Phone Canal 1388 Teletype TWX 44 Cablegram BAUERSTOR

NEW ORLEANS, LA.

E. B. FONTAINE, JR., Pres.
M. E. FONTAINE, Sec.
R. A. GARUSO, Treas.

COMMERCIAL TERMINAL WAREHOUSE, INC. INCORPORATED

Established 1910

A dependable agency for the
storage and distribution of
merchandise and manufactured
products.

Member of



OFFICE:

1402 SOUTH PETERS ST.
NEW ORLEANS, LOUISIANA

New York—Chicago

NEW ORLEANS, LA.

26 YEARS YOUNG!



GULF SHIPSIDE STORAGE CORPORATION

- ✓—2 SHIPSIDE WAREHOUSES
- ✓—STATE LICENSED—U. S. CUSTOMS BONDED SPACE
- ✓—COTTON COMPRESSION AND STORAGE
- ✓—COMPLETE CARTAGE SERVICE

WRITE: P. O. BOX 1495, NEW ORLEANS 5, LA.
PHONE: CANAL 7654

Represented Nationally by DISTRIBUTION SERVICE, INC.

SAFE

Four distinct fire-risk sections
Completely fireproof
Steel and Masonry Construction
Watchman Patrol—Well-ventilated
Automatic Sprinkler Supervisory Service
by ADT
Fire rate 10.90¢ per hundred per year

CONVENIENT

Out of the congested
traffic area
3 blocks from Mississippi River Docks
Within Switching limits
Four dray-receiving platforms
Switch track service at 3 loading doors

INTELLIGENT HANDLING

Single floor—
minimum handling
Lift Truck Palletized Storage
Operations completely mechanized—
no hand labor

JACKSON WAREHOUSES

2941 ROYAL STREET PHONE FR 5395
NEW ORLEANS, LA.

and Firms are Arranged Alphabetically

NEW ORLEANS, LA.

TELEPHONE—CANAL 1661

HAYES DRAYAGE & STORAGE, INC.

833 So. Front Street — New Orleans, La.

Public bonded warehousemen — drayage (pick-up and delivery) — Labeling and distributing — importers and exporters — pool car distributors — cotton warehousing, compressing and weighing.



NEW ORLEANS, LA.

Kramer's Transfer & Storage, Inc.

506 Tchoupitoulas St. New Orleans 9, La.

Merchandise and Household Goods Storage
Private Sidings—Pool Car Distribution
Branch Office Facilities
Long Distance Hauling

Agents for American Red Ball Transit Co., Inc.

Represented by D. H. Overmyer Warehouse Sales Co., Toledo, Ohio

NEW ORLEANS, LA.

New Orleans Merchandise Warehousemen's Ass'n

MALONEY TRUCKING & STORAGE, Inc.

133 NORTH FRONT ST., NEW ORLEANS 1

An Able servant to the PORT OF NEW ORLEANS

Complete warehousing facilities—Distribution—Weighing—Forwarding—Fumigating—Storage—Cartage—Field Warehousing—Office Space—Display Rooms—Sprinklered Risk.

UNITED STATES AND STATE BONDED



NEW ORLEANS, LA.

L. A. Kloor-E. J. Kraft, Owners

STANDARD WAREHOUSE COMPANY

100 Poydras St. - - - New Orleans 8, La.

MERCHANDISE STORAGE—POOL CAR DISTRIBUTION

Located in the Heart of the Wholesale District • Convenient to Rail & Truck Depots • Private Switch Tracks T & NO-SP RR • Reciprocal Switching

COMPLETE WAREHOUSING SERVICE



SHREVEPORT, LA.

Herrin Transfer and Warehouse Co., Inc.

1305 MARSHALL ST., SHREVEPORT, LA., P. O. BOX 1606

COMPLETE DISTRIBUTION SERVICE

Member

American Warehousemen's Association
Southwestern Warehouse & Transfermen's Association



BANGOR, MAINE

McLAUGHLIN WAREHOUSE CO.

Established 1875

Incorporated 1918

General Storage and Distributing

Rail and Water Connection—Private Siding

Member of A.C.W.—A.W.A.—N.F.W.A.

BALTIMORE, MD.

C. M. Wrightson, Mgr. & Treas.

CAMDEN WAREHOUSES

Camden Station, Baltimore 1
Operating Terminal Warehouse on Tracks of
The Baltimore & Ohio Railroad Co.

A. D. T. Private Watchman, Sprinkler
Storage—Distribution—Forwarding
Tobacco Inspection and Export—Low Insurance Rates
Consign Via Baltimore & Ohio Railroad

BALTIMORE, MD.

Complete Warehousing Services

Moving • Storage • Packaging
Packing • Crating • Processing



6301 Pulaski Highway
B.Roadway 6-7900
Cable: DAYTRANSCO

DAVIDSON
TRANSFER & STORAGE CO.

A. W. A.
M. N. A.
A. T. A.
N. F. W. A.
M. M. T. A.
F. I. D. I.

BALTIMORE, MD.

Member: M.S.W.A. of A.-M.D.F.W.A.-M.D.M.T.A.-H.H.C.C.-A.T.A.

J. NORMAN GEIPE VAN LINES, INC.

524-536 W. Lafayette Ave., Baltimore 17, Md.

See our advertisement on page 268—

1957 Directory Issue

BOSTON, MASS.

Warehousing and Motor Freight Distribution

ATLANTIC STORES can expedite the delivery of your merchandise through its efficient warehousing methods and motor freight line terminal. Every type of modern mechanized handling equipment aids serving you economically. Private Siding. Free Switching.

ATLANTIC STORES, INC.

23-27 Stillings St., Boston 10, Mass.

BOSTON, MASS.

CHARLES RIVER STORES

131 Beverly Street, Boston 14, Mass.

Owned and Operated by

MERCHANTS WAREHOUSE COMPANY



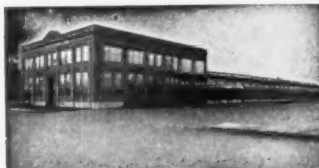
Facilities—230,000 square feet. Private siding Boston & Maine Railroad. Trucks served from private area. General Merchandise storage. U. S. Customs Bonded Space. Located on Boston's new Arterial Highway.



Member AWA—MWA Represented by Allied Distribution, Inc.

WIGGIN IS BIG..

Unexcelled facilities for all storage needs



Wiggin terminals gives the benefit of many years experience. Excellent labor relations. Safe, modern handling equipment and trained personnel speeds work along.

WAREHOUSES — 500,000 sq. ft. fire resistant. Pier connection — deep water berths — railroad sidings.

POOL CAR DISTRIBUTION — 30 door RR siding — 30 door trucking area. Offices, display rooms, sales meeting rooms.

LUMBER TERMINALS—100 acres large sheds—deep water berths

FUMIGATION PLANT—Under Federal Inspection.

WAREHOUSES — LUMBER TERMINAL

FUMIGATION DEPARTMENT

POOL CAR DISTRIBUTION



Write or phone for a complete illustrated brochure showing how WIGGIN can serve you.

Represented by American Chain of Warehouses, Inc. & Distribution Service, Inc.

WIGGIN TERMINALS, INC.

50 Terminal Street, Boston 29, Massachusetts

Telephone CHarlestown 2-0880

BOSTON, MASS.

Hoosac Storage & Warehouse Company

Lechmere Square, East Cambridge 41, Boston
FREE AND BONDED STORAGE

A.D.T. Automatic Fire Alarm
Direct Track Connection B. & M. R. R.
Lechmere Warehouse, East Cambridge, Mass.
Hoosac Stores, Hoosac Docks, Charlestown, Mass.
Warren Bridge Warehouse, Charlestown, Mass.

SPRINGFIELD, MASS.

General Cold Storage

Pioneer Valley Refrigerated Warehouse, Inc.

P. O. Box 155

Brightwood Station

Whse.: Steel & concrete, automatic fire & burglar alarms—A.D.T. TS Area 1,000,000 sq. ft. Fl. Ld 350 lbs. Cl. Ht 8-10 ft. Elev cap 6,000 lbs. Priv siding 50-car cap ea. & consign shipments via B. & M. sta. Brightwood; free switching. 100% palletized. Temp. range—10° to 40°. Humidity control. 15-16 dock. Specialize in frozen foods. Open yard sigo. Br. Office facilities. Loans on stored commodities. Printed tariff.

Member of the A. W. A. (Cold Storage Div.)

SPRINGFIELD, MASS.



J. J. SULLIVAN THE MOVER, INC.

385 LIBERTY ST.

SPRINGFIELD 1

Merchandise and Household Goods
Private Siding—Pool Car Distribution
Heavy Hauling & Trucking—Furniture
Packing & Crating—Local & Long Distance
Moving Rigging & Truck Crane Service

WORCESTER, MASS.

Phone: Pleasant 3-6211—3-2611

LYON STORAGE COMPANY

Pitt & Kansas Sts., Worcester, Mass.

SPECIALIZING IN

POOL CAR DISTRIBUTION

Worcester's Largest

General Merchandise Warehouse • 6 Sprinklered Buildings • 15 Car Private Siding • NY NH & H RR
Bonded—Reciprocal Switching—A.D.T.

DETROIT, MICH.



CENTRAL DETROIT WAREHOUSE

Located in the heart of the wholesale and jobbing district, within a half-mile of all freight terminals. Modern buildings, lowest insurance rate in city.

WAREHOUSE & TERMINALS CORPORATION

Wyoming and Brandt Avenues

Modern concrete buildings, fully sprinklered, serving the west side of Detroit and the city of Dearborn. Specializing in heavy and light package merchandise and liquid commodities in bulk. Connected directly with every railroad entering the city.

Central Detroit Warehouse Co.

Fort and Tenth Streets, Detroit 16, Mich.



Detroit's ONLY Waterfront Terminal Offers You EVERY Facility . . .

A quarter-mile-long marine dock . . . 44 delivery doors under cover . . . our own switching facilities . . . direct connections with Wabash, Pennsylvania and C. & O. Railroads . . . reciprocal switch to all other lines . . . all storage in transit privileges . . . 10-story reinforced concrete warehouse with 5,000,000 cubic feet general storage, 2,500,000 cubic feet cold storage . . . completely sprinklered . . . fully equipped for inside and outside loading . . . inside track 25 car capacity . . . tenant and office space also available.

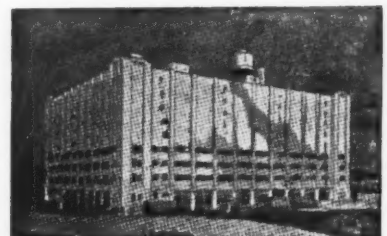
Detroit Harbor Terminals, Inc.

4461 West Jefferson TA 5-3200 Detroit 9, Michigan

T
R
A
I
N
E
D
★
E
F
F
I
C
I
E
N
T
★
S
E
R
V
I
C
E

STORAGE CARTAGE POOL CAR DISTRIBUTION

Every modern warehousing facility is available. Desirable office space, car icing. Financing. Dry and refrigerated storage. In-transit privileges. Minimum insurance. Blast quick freezing rooms. Modern palletized equipment. Free reciprocal switching—all railroads. Continent wide connections.



GRAND TRUNK WAREHOUSE AND COLD STORAGE COMPANY

W. J. LAMPING, Exec. V. P. & Gen. Mgr.

1921 E. FERRY AVE., DETROIT 11, MICHIGAN

G. T. Rwy. Siding

WAlnut 1-8380

DISTRIBUTION AGE

and Firms are Arranged Alphabetically

DETROIT, MICH.

Telephone: TR 4-0100

Fleet Wing TERMINAL CORP.

2550 East Grand Blvd., Detroit 11, Mich.

740,000 • SQUARE FEET

8 CENTRALLY LOCATED TERMINALS EXPEDITE RAIL MOVEMENTS
SAVE ON LOCAL TRUCKING COSTS BRANCH OFFICE FACILITIES
PREVENT HEAVY CONGESTION CENTRALIZED CONTROL SYSTEM
PROVIDES MORE EFFICIENT HANDLING

DETROIT, MICH.



In Detroit It's JEFFERSON For Complete Warehousing and Distribution

Private Siding, Reciprocal Switching,
Local Delivery via Our Own Trucks
Reshipment to any Point
Pool Car Distribution

200,000 sq ft of floor space. Modern building, completely sprinklered and fully protected by A.D.T. Excellent location. Mechanized for fast handling. Prompt reply to all inquiries.

JEFFERSON TERMINAL WAREHOUSE

1900 E. Jefferson Ave. Lo 7-4706 Detroit 7, Mich.

MEMBER OF DISTRIBUTION SERVICE, INC.



The Best is U. S. in Greater Detroit

COMPLETE WAREHOUSING FACILITIES

United States Cold Storage Corporation

1448 WABASH AVE. DETROIT
WOODWARD 2-4730

An Associated Warehouse

- 8 STORY BUILDING →
- 500,000 SQ. FT. FLOOR SPACE →
- 38 TRUCK SPOTS →
- 19 RAILWAY SPOTS →
- 7 FREIGHT ELEVATORS →

For more product information use the

READERS' SERVICE CARD

facing Page 49 to check your selections

DETROIT, MICH.

LAKESHORE WAREHOUSE, INC.

Merchandise Storage—Pool Car Distribution

Centrally located for all wholesale groceries

Grand Trunk R.R. 6 Car siding

700 East Atwater

Detroit 26, Michigan

in KALAMAZOO it's . . .

RANSLER

Commercial and Cold Storage

WAREHOUSE

Private Sidings Pa. R.R.
and N. Y. Central

Teletype #KZ48

RANSLER

Storage and Van Service

703 West North St. — P.O. Box 126

KALAMAZOO, MICHIGAN

LANSING, MICH.

Phone Ivanhoe 9-6541-6542

ACME MOVERS & STORAGE

Incorporated

720 E. Shiawassee St.

Lansing, Michigan

Merchandise and Household Goods Storage

Three warehouses to serve you — 720 E. Shiawassee St. (brick)
—Sprinklered—TSArea 60,000 sq. ft.—Private siding N.Y.C.—
5 car capacity. 518 N. Grand St. (brick)—TSArea 20,000 sq. ft.—
Private Siding N.Y.C. and CGO—Reciprocal switching—
Open yard storage.



NATIONWIDE MOVERS
POOL CAR DISTRIBUTORS

Member: National Furniture Warehousemen's Assn.
Michigan Warehousemen's Assn.
Agent: Allied Van Lines

SAGINAW, MICH.

SINCE 1912



OUTSTANDING WAREHOUSE SERVICE



CENTRAL WAREHOUSE CO.

1825 Rust Avenue

SAGINAW, MICHIGAN

MINNEAPOLIS, MINN.



OUTSTANDING WAREHOUSE SERVICE



MINNEAPOLIS TERMINAL WAREHOUSE CO.

618 North Washington Ave. Minneapolis 1, Minn.

MINNEAPOLIS, MINN.

Established 1883

SECURITY WAREHOUSE COMPANY

GENERAL OFFICE: 334 NORTH FIRST ST.

MINNEAPOLIS 1, MINNESOTA

PHONE FEDERAL 3-1281



Merchandise Storage
Pool Car Distribution, Local Trucking
Industrial Trackage Space

ST. PAUL, MINN.

A COMPLETE WAREHOUSING SERVICE

Merchandise Storage—Cold Storage
Pool Car Distribution—Industrial Facilities

Situated in the Midway, the center of the Twin City Metropolitan area, the logical warehouse from which the Twin Cities and the Great Northwest can be served from one stock, with utmost speed and economy.

CENTRAL WAREHOUSE COMPANY
739 Pillsbury Avenue St. Paul 4, Minnesota

Phone: NEster 2831

Represented by DISTRIBUTION SERVICE, INC.

251 E. Grand St.

CHICAGO 11

Phone: Superior 7-7180

30 Church St.

NEW YORK CITY 7

Phone: REctor 2-1580

605 Third St.

SAN FRANCISCO 7

Phone: SUtter 1-3461



AMERICAN WAREHOUSEMEN'S ASSOCIATION

ST. PAUL, MINN.

MIDWAY TERMINAL WAREHOUSE CO.

2295 University Avenue, St. Paul 14, Minn.

**OUTSTANDING
WAREHOUSE
SERVICE**



ST. PAUL TERMINAL WAREHOUSE CO.

425 E. 8th St., St. Paul 1, Minn.



JOPLIN, MO.

Sunflower Transfer & Storage Co.

1027-41 Virginia Ave.

Joplin, Mo.



Distribution and storage of merchandise.
Fireproof Warehouses—Motor van service.
On railroad siding—Lowest Insurance rates.

PACKING—STORAGE—SHIPPING
AGENT FOR NATIONAL VAN LINES



KANSAS CITY, MO.

TRY—

EVANS WAREHOUSE SERVICE

1325-1327 St. Louis Avenue • Phone BA-Itmore 4135

GENERAL MERCHANDISE WAREHOUSING
POOL CAR DISTRIBUTION

We operate our own fleet of motor trucks. Loading docks: R. R. siding Missouri Pacific. Inquiries answered promptly.

KANSAS CITY, MO.

Teletype: KC-248

Telephone: Victor 2-0707

MERCHANDISE WAREHOUSING

We own 400,000 sq. ft. of space
Sprinklered Building
Central Alarm System
Pool Car Distribution
Branch Office Facilities

OWN AND OPERATE OUR OWN CARTAGE COMPANY

JACOBS WAREHOUSE CO., INC.

Executive Offices:
1328-30 W. 12th St.

Kansas City 1, Mo.

KANSAS CITY, MO.

CHARLES C. DANIEL, Jr., Pres. & Treas.

MERCHANDISE WAREHOUSING and DISTRIBUTING BRANCH HOUSE FOR FACTORIES POOL CAR DISTRIBUTION



77th YEAR "The Symbol of Service"

CENTRAL STORAGE COMPANY has been serving distributors of merchandise (since 1880) longer than any other public merchandise warehouse in Missouri. There is no real substitute for experience. Our methods are standing the test of time and practical usage. New methods and equipment are being employed and still newer ones will be adopted as their use becomes practical in better serving our customers.

Tel.: VICTOR 2-3268

CENTRAL STORAGE COMPANY

1422 ST. LOUIS AVENUE (West 10th St.)

KANSAS CITY 1, MISSOURI



Represented by DISTRIBUTION SERVICE, INC.
New York—Chicago—San Francisco

BEST

warehousing/distributing
facilities in the booming
Kansas City marketing area!



Brokers Bldg.

1104 Union Ave.



Ewing Bldg.

45-47 S. Ewing St.



Security Bldg.

1405 St. Louis Ave.



Terminal Bldg.

1209 Union Ave.

4 warehouses offering these A-plus advantages:

Modern Facilities
Responsible Management
Spacious Switch Tracks
Ample Truck Loading Doors
Fleet of Motor Trucks

Cooler Rooms
Storage in Transit
Office Space
Display Rooms
Financing

Crooks Terminal Warehouses, Inc.

1104 UNION AVE., KANSAS CITY 1

Chicago 7—433 W. Harrison St.

New York 17—51 E. 42nd St.

Associated with Overland Terminal Warehouse Co., 1807 E. Olympic Blvd.
Los Angeles 21

Member of the American Warehousemen's Association

OFFERING COMPLETE BRANCH HOUSE FACILITIES
Receiving/Storage/Weighing/Marking/Reconditioning/Car Distribution/
Freight Prepayments/Shipping/C.O.D./Sight Drafts/Inventories

and Firms are Arranged Alphabetically

in KANSAS CITY it's

G-K

WAREHOUSES, INC.

Kansas Ave. & Railroad St.

Represented by

AFFILIATED WAREHOUSE COMPANIES

Chicago
20 E. Jackson Blvd.
WE 9-0794

New York
36 W. 44th Street
MU 2-8927

Kansas City, Mo. Member of A. W. I.

KANSAS CITY TERMINAL WAREHOUSE CO.

STORAGE AND DISTRIBUTION
500,000 SQUARE FEET ...
AMPLE COVERED TRUCK DOCKS
ST. LOUIS AVE. & MULBERRY ST.

KANSAS CITY, MO.

COMPLETE WAREHOUSE FACILITIES

for the proper Storage and Distribution of your Merchandise in the Kansas City trade area.
Telephone: Victor 2-8292

POOL CAR DISTRIBUTION

We invite your Inquiries

Represented by
CHICAGO • 215 S. MICHIGAN AVE. WA 5-1367
NEW YORK 18 • 11 WEST 44th ST. PL 4-8065

MIDWEST TERMINAL WAREHOUSE CO.

2020-30 Walnut Street, Kansas City 8, Mo.

Owned and Operated by the ST. LOUIS TERMINAL WAREHOUSE CO., ST. LOUIS, MO.

ST. LOUIS, MO.

DISTRIBUTORS WAREHOUSE INCORPORATED

717 S. 12th St., St. Louis 2, Mo.
GENERAL MERCHANDISE STORAGE
Pool Car Distribution
Legal Liability Insurance
Low Insurance Rates
ADT Protection — Telephone Main 1-8371

ST. LOUIS, MO.

Keystone Warehousing Co.

1025 Spruce St., St. Louis 2, Mo.
**GENERAL MERCHANDISE
STORAGE**

Sidings Terminal R. R. — Reciprocal
Switching — Bonded — Sprinklered —
265,000 Square Feet Centrally Located
in Wholesale and Jobbing District —
Low Insurance Rate.

Represented by
Affiliated WAREHOUSE COMPANIES
105 W. Madison St. Chicago 2 ST 2-5180 36 W. 44th Street New York 38 MU 2-8937

You're looking for

Space with Service

-you'll find it at Long Warehouse

IN THE HEART OF THE
STRATEGIC, BOOMING MIDWEST

USE
LONG SERVICE
from shipper to market

- Long-time employees
- Long-time accounts
- Long-time know-how
- It all adds up to ...
Business Making Service

S. N. LONG WAREHOUSE

GENERAL OFFICES: 828 Gratiot St., St. Louis 2, Missouri.
ST. LOUIS... The City Surrounded by the United States
LONGEST ESTABLISHED MERCHANDISE WAREHOUSE IN ST. LOUIS
UNDER CONTINUOUS AND IDENTICAL OPERATION

ST. LOUIS, MO.

"Serving industry for more than 30 years"

OVER 1,000,000 Sq. Ft. of WAREHOUSE Space

Located right in the midst of business

**Plus
FAST**

**and EFFICIENT DISTRIBUTION
in the ST. LOUIS AREA**

Complete Facilities

Pool car distribution
Reforwarding storage in transit
A.D.T. Alarms and sprinkler systems
Traffic and legal depts. Bonded employees

ST. LOUIS TERMINAL WAREHOUSE CO.

General Offices • 826 Clark Ave. • St. Louis 2, Mo. • MAin 1-4927

CHICAGO OFFICE
53 West Jackson Boulevard (4)
Harrison 7-3688

NEW YORK OFFICE
250 Park Avenue (17)
Plaza 3-1235

Member **AMERICAN WAREHOUSEMEN'S ASSOCIATION**

ST. LOUIS, MO.

Phone: Central 1-9535-6-7

MADISON STREET TERMINAL WAREHOUSE CORP.

2000-2028 N. MAIN ST., ST. LOUIS 6, MO.
415,000 sq. ft., Sprinklered Merchandise Storage—All Properties Protected by Potter Electric or A.D.T. for Burglary and Complete Sprinkler Supervisory Service—All Properties Served by Terminal Railroad Association of St. Louis—75,000 sq. ft. or 1,000,000 cubic ft. Unlimited Floor Loads. Balance of Floor Loads vary from 7500 Maximum to 1000 Minimum. Fork Lift Truck Equipment—Office or Storage Space for lease. Licensed by Commodity Exchange, Inc. of New York. State Bonded—Member A.W.A. Insured by Factory Mutual
WRITE US TODAY



ST. LOUIS, MO.

Merchandise Storage and Distribution.

RUTGER STREET WAREHOUSE, INC.

MAIN & RUTGER STS., ST. LOUIS 4

A.D.T. Burglar & Sprinkler Alarms.
200,000 Sq. Feet of Space
BONDED Low Insurance

Track Connections with All Rail and River Lines

Offices: New York
Murray Hill 9-7645

Chicago
Randolph 6-4457



ST. LOUIS, MO.

Established 1912

TYLER

Warehouse & Cold Storage Co.

SATISFIED NATIONAL DISTRIBUTORS FROM COAST TO COAST PERFECT RAIL-TRUCK AND WATER CONNECTIONS LOCATED IN THE HEART OF THE WHOLESALE SHOPPING DISTRICT Specializing in

CANDY STORAGE

200 Dickson St.

The only Cold Storage in the U. S. equipped with patented automatic, temperature and humidity controls.

Insurance rates of 16.2 per \$100

Members of A.W.A.-Mo.W.A. - St.L.M.W.A.

Sprinkler & Burglary Protection



ST. LOUIS, MO.

PROSPECT 2-2675

WAREHOUSING CORPORATION

of Missouri, Inc.

3937 PARK AVENUE ST. LOUIS 10, MO.

General Merchandise & Cold Storage

Ideal for Candy—Dried Fruit and other items requiring cool room Storage. Pool Car Distributing and Forwarding Service. A D T Burglar and Sprinkler Alarms. Bonded. Served by Missouri Pacific & Frisco RR. Available fleet of Modern Trucks. ample car loading sidings. Large Covered Truck Dock.

SPRINGFIELD, MO.

Agent: ALLIED VAN LINES, Inc.

GENERAL WAREHOUSE CORP.

601 N. National Ave., Springfield, Mo. Phone 4-1855—TWX—5015

MERCHANDISE AND HOUSEHOLD GOODS STORAGE

POOL CAR DISTRIBUTION

We Specialize in Transit Storage

Member AWA, NFWA, MOWA, ACW

Chicago Office New York Office

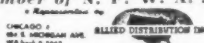
53 W. Jackson (4) HARRISON 7-3688 250 Park Ave. (17) YUKON 6-7722

OMAHA, NEBR.

FORD

STORAGE & MOVING COMPANY

1024 Dodge Street Omaha 2, Nebraska
Omaha's most modern, centrally located warehouse. Fireproof construction—Fully sprinklered—Low Insurance. Sidings on I.C. R.R. and U.P. R.R. U. S. Customs Bond. General Merchandise—Cooler Storage—Household Goods Storage. Also operate modern facilities in Council Bluffs, Iowa. Our own fleet of trucks for quick deliveries.
Member of N. F. W. A. and A. W. A.



OMAHA, NEBR.

GORDON

STORAGE WAREHOUSES, INC.

"Satisfactory Service Since 1887"

Agt. Allied Van Lines, Inc.

Modern sprinklered whse. on trackage
Mds. Stage. & complete Dist. service
Member of A.W.A. & N.F.W.A.

1201 Jones St.

JA: 3032

LINCOLN, NEBR.

SULLIVAN'S

ESTABLISHED 1899

MERCHANDISE STORAGE AND DISTRIBUTION

POOL CAR DISTRIBUTION

Excellent Storage AT TRANSIT POINT

RIGGING, HEAVY HAULING, MOVING, PACKING, STORING

Fleet of 40 Trucks

Represented by Allied Distribution

Agent—Aero Mayflower Transit Co.

Member—American Warehouseman's Ass'n



SULLIVAN'S

ESTABLISHED 1899

301 North 8th St. LINCOLN, NEBR.

311 W. 4th St. GRAND ISLAND, NEBR.

MANCHESTER, N. H.

New Hampshire's Largest Warehouse (Privately and State Bonded)

McLANE & TAYLOR CORP.

Serving a fast-growing, year 'round marketing area. General Merchandise—STORAGE—Household Goods Freezer and Cooler Space.

Pool Car Distribution—Storage in Transit.

Private Siding—Boston & Maine Railroad.

Offices: 624 Willow St.

Tel. 4-4521

Smooth Terminal Operation plus

- Strategic location
- Completely modern marine terminal
- Deep-water dockage—plenty of elbow room
- Wide wharf aprons, truck and rail platforms
- Direct connections with all trunk line railroads entering the area

Send today for new folder showing our facilities.

CAMDEN MARINE TERMINALS

CAMDEN, N.J.—WOODLAWN 4-5028

Operated by South Jersey Port Commission
D. C. Nevins, Gen. Mgr.

ELIZABETH, N. J.

Established 1934



Warehouse & Transportation Co.

963 Newark Ave.

Incorporated Tel.—Market 3-1830

FACILITIES—500,000 sq. ft. Reinf. concrete & Steel. Flr. ld. 250 lbs. Fireproof Auto. Fire & Burg.—ADT. Ins. \$167. Siding PRR. 30 cars. Shelf. plat. 20 trks. SERVICE FEATURES—Pool car dist. Co. oper. cartage serv. 52 trks. Off. & Stge. space for lease. Spec. in hdlg. lge. machinery & steel in lifts up to 4 1/2 tons. 1 pbl. BIT. Con. Fngr. Type Elev. Frt. Plat. Elev. 5 Ptbl. Trg. Mach. 4 Elev. Plat. Trk. 40 Plat. Gk.

MEMBER—A.W.A.; N.J. Mtr. Trk. Assoc.; Whse. Assoc. of N. Y.

and Firms are Arranged Alphabetically

CAMDEN, N. J.

EAVENSON & LEVERING

DIVISION OF MACK WAREHOUSE CORPORATION
3rd & Jackson Streets Camden, New Jersey
WAREHOUSING DISTRIBUTION

- * 400,000 Sq Ft of ideal storage space
- * Storage-in-transit
- * Pool car distribution
- * Export Packaging
- * PRSL Siding with 15 car capacity
- * Ample truck docks
- * Experienced, well-equipped personnel

Camden phone: EM 5-6200
Phila. phone: MA 7-2793

JERSEY CITY, N. J.

J. LEO COOKE WAREHOUSE CORP.

140 BAY ST., JERSEY CITY 2, N. J.

Telephones: (NY) Whitehall 3-5090 (NJ) Journal Square 2-5080 TWX: JC-112
J. Leo Cooke, President Frank E. Kearney, Vice President—Sales

Established 1949. Investment over \$200,000
FACILITIES—300,000 sq. ft. reinf. conc. and steel. Low ins. rates, watchman serv. Fl. Ld. 250 lbs. Siding Pennsylvania RR. Also Erie RR., 12th & Provost Sts., Jersey City. Local and over-the-road truck service. Shelt. plat. Spec. in food and products requiring protection from dampness, dirt, heat or cold. Mod. mat. handling. Palletized.
Eastern Rep.: North Pier Terminal Co., Chicago. Member—A.W.A.—Can. W.A.

JERSEY CITY, N. J.

Est. 1940

Lackawanna Warehouse Company, Inc.

I. A. Miller, Manager 629 Grove St.
Tel.—(N.J.) Journal Sq. 2-3360, (N.Y.) Rector 2-9345
FACILITIES—1,072,883 sq. ft. Reinf. concrete & Steel. Fireproof. Fire & burg.—ADT Ins. \$0.06. Siding D.L.&W. RR. 52 cars. Shelt. Plat., 54 trucks. Ceiling hgt. 8½ ft. Elev. cap. 12,000 lbs.
SERVICE FEATURES—Pool car. dist. Stge. & off. space for lease. Co. oper. cartage serv. 52 trks. SIT arrangements. 24 frt. plat. elev.; etc.
MEMBER: A.W.A.; N. J. Motor Truck Assoc.; Whse. Assoc. Port of N.Y.A.

NEWARK, N. J.

"TOPS IN NEW JERSEY"

Federal Storage Warehouses

155 Washington Street Newark 2, New Jersey
Mitchell 3-2222

FACILITIES—700,000 square feet, reinforced steel and concrete bldgs. Fully sprinklered fireproof, heated, ADT supervised, Penn. R.R. siding, low insurance rates. Centrally located in Newark, N. J.
SERVICE FEATURES—General merchandise stored, distributed. Offices and showroom space. Pool car distribution, large elevators, labeling and shipping. Inside platforms. Modern materials handling and palletized.
MEMBER—A.T.A.; N.J. Motor Truck Assoc.; N.A.V.L.

NEWARK, N. J.

Est. 1919

Lehigh Warehouse & Transportation Co.

A. P. Christluno 98 Frelinghuysen Ave.
Manager Tel.—(N.J.) Bigelow 3-7300 (N.Y.) Rector 2-3333

Bit. Con.; Fngr. Type Elev.; Frt. Plat. Elev.; 5 Ptbl. Trs. Mash.; 4 Elev. Plat. with PRR. Shelt. plat., 29 trks.
—ADT. Ins. \$0.64 Flr. Ld. 250 lbs. Siding Lehigh Valley, 15 cars. Recip. switch with PRR. Shelt. plat., 29 trks.
SERVICE FEATURES—Co. oper. cartage, 52 trks. Spec. in food, liquors, etc. appls. 2 grav. rol. con.; 8 frt. elev.; 120 plat. tk.; 14 hand tk.
MEMBER—A.W.A.; N.J. Motor Trk. Assoc.; Whse. Assoc. N. Y.

NEWARK

Best of Service!

300,000 sq. ft. PRR, CNJ.

Every desired warehousing service.

OVERMYER WAREHOUSE COMPANY
BLDG. 228, PORT NEWARK Phone: MI 2-6272



TRENTON, N. J.

In heart of Delaware Valley, U.S.A.

DELAWARE VALLEY WAREHOUSE CO.

EAST STATE ST. & ROBERTS AVE., TRENTON, N. J.

230,000 sq. ft. of modern single-level industrial storage space. A.D.T. sprinkler & burglar protection. Fully mechanized & palletized. On P.R.R. main line, N.Y. to Phila. 3 sidings (25 cars); 20 truck placements. Handy to N.J. & Pa. Turnpikes, other major highways. Tel. Juniper 7-5265.



AMSTERDAM, N. Y.

Victor 3-2110

SLEZAK BROS. WAREHOUSE, INC.

146 Church St. Amsterdam, N. Y.

150,000 sq. ft. of dry storage space, sprinklered throughout. Railroad and truck loading • 1,000,000 gallons of liquid storage space.

AMSTERDAM, N. Y.

TELEPHONE—VICTOR 2-4670

THRUWAY WAREHOUSE CORPORATION

50 PARK STREET AMSTERDAM, NEW YORK

322,000 sq. ft., Concrete and Steel Construction—Fully Sprinklered—Insurance Rate 10¢—Priv. Siding NYC R.R., 20 Car Capacity—Storage In-Transit
Strategically located one mile East of New York State Thruway at Exit 27

BROOKLYN, N. Y.

CENTRALLY LOCATED

Member of A.W.A.

EMPIRE STATE WAREHOUSES COMPANY

390-98 NOSTRAND AVENUE • BROOKLYN 16, N. Y.



FIREPROOF WAREHOUSES

STORAGE OF GENERAL MERCHANDISE

10 GIANT FLOORS 200,000 FT. OF SPACE
MODERN LOADING AND UNLOADING FACILITIES
PRIVATE VAULTS FOR LIQUORS
COOLER AND TEMPERATURE CONTROL SPACE AVAILABLE

BUFFALO, N.Y.

FOR PEACE OF MIND WHEN
MOVING OR STORING



AMERICAN'S
3 WAREHOUSES
BUFFALO, N. Y.



BUFFALO, N. Y.

Telephone: Victoria 2411

BUFFALO MERCHANDISE WAREHOUSES, INC.

STORAGE AND DISTRIBUTION
NYC Siding. Reciprocal switching

Members: American Chain of Warehouses, Inc.
New York and Chicago
American Warehousemen's Assn., Chicago

General Offices: 261 GREAT ARROW AVE., Buffalo 7

BUFFALO, N. Y.

Ri. 1520—1521

Kencroft Warehouse

Div. of Kencroft Malleable Co., Inc.

373 Hertel Ave.

Buffalo 7, N. Y.

100,000 Square Feet All Main Floor, No Load Limit, N.Y.C.
12 Car Siding, Ample Truck Docks, Main Buildings Fully Sprinklered, A.D.T. Fire and Burglar Protection, 15 to 20 ft. Ceiling, Fully Fenced Six Acres Yard Space, Low Insurance Rates, Mechanized Handling, Careful and Sincere Supervision. Can Accommodate Small or Large Accounts.

New York Representative

Arthur Link, 17 State St., New York 4, N. Y.

Telephone DIgby 4-0648

BUFFALO, N. Y.

Gateway to National Distribution

KEYSTONE WAREHOUSE CO.

541 SENECA STREET, BUFFALO 4, N. Y.

For economical warehousing and shipping. Modern building and equipment. Storage-in-transit privileges; low insurance rates. Direct track-connection with Penna. R. R. and N. Y. Central and switching arrangements with all lines into Buffalo. Capacity 20 cars daily. Phone: MADison 8860.



BUFFALO, N. Y.

DEPENDABLE SERVICE SINCE 1901

Knowlton Warehouse, Inc.

32 Mississippi Street, Buffalo 3, N. Y.

MERCHANDISE STORAGE AND DISTRIBUTION
MODERN BUILDINGS — PRIVATE SIDING

BUFFALO, N. Y.

Let us care for your needs in Buffalo

LARKIN WAREHOUSE INC.

189 VAN RENSSELAER ST., BUFFALO 10

General Merchandise Storage and Distribution

Modern — Fireproof — Lowest Insurance Rate in Buffalo, On the Erie R.R.

GOVERNMENT BONDED WAREHOUSE



BUFFALO, N. Y.

LEDERER TERMINALS

... HAVE SOMETHING IN STORE for you ...
NIAGARA FRONTIER FOOD TERMINAL, BUFFALO



BUFFALO, N. Y.

Seneca Warehouse & Industrial Center, Inc.
701 Seneca St., Buffalo 10, N. Y.

Complete warehouse service, extensive industrial space.
1,500,000 sq. ft.—areas from 1000 to 160,000 sq. ft. per floor.
Pool car distribution, mechanized handling equipment, all utilities, NYC siding. Floor load, 250 lb. per sq. ft.

Represented by Affiliated Warehouse Companies
105 W. Madison St., Chicago 2, Ill.—36 W. 44th St., New York 36, N. Y.



BUFFALO, N. Y.

WILSON WAREHOUSE INC.

Gen. Offices: 290 Larkin St., Buffalo 10

General Merchandise Storage and

Pool Car Distribution

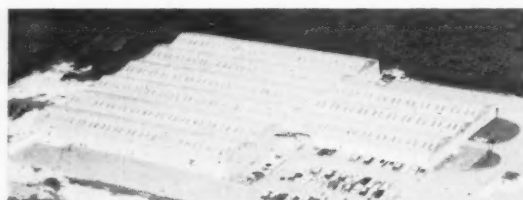
Fireproof Buildings
Low insurance rate

N.Y.C. Siding
Branch office facilities



DEER PARK, L. I., N. Y.

90,000 Sq. Ft. — Sprinklered



Daily Distribution in Metropolitan N. Y., 8 Counties in N. J., and all Long Island. 7 Car R.R. Siding—40 Bay Truck Terminal.

PINTER WAREHOUSE, Inc.

Carll's Path, Deer Park, L. I., N. Y.—DEer Park 2-4121

Direct Wire From N. Y. C. HOLLI 4-9798

DUNKIRK, N. Y.

Subsidiary of The Keystone Warehouse Company, Buffalo

TIDEWATER-CLEVELAND STORAGE CORP.

118-198 STEGELSKI AVENUE, DUNKIRK, N. Y.

On NYC main line between Buffalo and Cleveland.
One-story, high-ceiling, sprinklered brick and steel building. Covered NYC siding; 20-car capacity. Reciprocal switching with PRR, Nickel Plate, and Erie. Storage-in-transit privileges on a large variety of products. Phone: Dunkirk 7740.



HORSEHEADS, N. Y.

Est. 1951



Horseheads Warehouse Corp.

Thomas R. Clark, Manager

Horseheads Industrial Center, N. Y.

Tel.—Elmira 9-3856

FACILITIES—Wine.: one-story, fully sprinklered, 350,000 sq. ft. Fl. ld. unlimtd. Cl. Mt. 14 ft. Insurance \$329. Priv. siding 40-car cap on. & consign shipments via PRR-LV-Erie-DL&W Tk dock-unlimited.

SERVICE FEATURES—Assembling, packaging, bottling, Stge. space for lease. Mats. Hdq.: Fork Lft. Tk. Pallets. Specializing in food products, electrical appliances, paper products, non-hazardous chemicals, etc.

MEMBER—A.W.A., Elmira C of C. C of C of Horseheads.

FOR FRIENDLY SERVICE CALL . . .

Affiliated
WAREHOUSE COMPANIES
36 West 44th St., NEW YORK 36
MU 2-8927 • Robert J. Lamneck

**NEW YORK
N. Y.**

**AMERICAN CHAIN
OF WAREHOUSES, INC.**

John Terreforte
Eastern
Manager

250 Park Ave. • YUkon 6-7722

AT NEW YORK, N. Y.

Phone

AL KISTNER

Murray Hill 9-7644—5 FOR

STORAGE—COAST TO COAST—SERVICE

MERCHANDISE WAREHOUSES IN 75 CITIES

ASSOCIATED WAREHOUSES, INC.

52 VANDERBILT AVE. • NEW YORK 17, N. Y.

NEW YORK, N. Y.

Cable Address: BOWLINGVAN

BOWLING GREEN

STORAGE AND VAN COMPANY
NEW YORK CITY



House to house moving round the World
of Household Effects and Art Objects in
Steel and Wood Lift Vans. Safety for
Foreign Shipments.



NEW YORK, N. Y.

MANUFACTURERS! WHOLESALERS!

WAtdns 4-0990

TRAFFIC MANAGERS!

Let CHELSEA Be Your NEW YORK STOCKROOM

9 CHELSEA WAREHOUSES

NEW YORK, WESTCHESTER,
LONG ISLAND and NEW JERSEY

WAREHOUSING • DISTRIBUTING • PACKING
SHIPPING • TRUCKING • Local Agent ALLIED VAN LINES

MAIN OFFICE 426-438 WEST 26th ST., NEW YORK

NEW YORK, N. Y.

Phone: Murray Hill 7-4975-6-7

WAREHOUSE REPRESENTATION

If you believe in the old fashioned personal call, here is a shirt sleeved selling organization to project your story.

D'ALTON, JOHNSON & SEIFERT

202 E. 44th St., New York 17, N. Y.

and Firms are Arranged Alphabetically

NEW YORK, N. Y.

Storage, Distribution and Freight Forwarding
From an Ultra-Modern Free and Bonded
Warehouse

IDEALLY LOCATED

IN THE VERY CENTER OF NEW YORK CITY

Adjacent to All Piers, Jobbing Centers
and the Holland and Lincoln Tunnels

Unusual facilities and unlimited experience in forwarding and transportation. Motor truck service furnished when required, both local and long distance. Lehigh Valley R.R. siding — 12 car capacity — in the building. Prompt handling — domestic or foreign shipments.

MIDTOWN WAREHOUSE, INC.

Starrett Lehigh Bldg.
601 West 25th St., New York 1

Represented by Associated Warehouses, Inc.—New York City and Chicago

NEW YORK OVERMYER

WAREHOUSE SALES COMPANY

Please contact EASTERN SALES OFFICE

Newark, N. J.

Port St., Port of Newark

Phone: Mitchell 2-6272

In NYC call: Murrayhill 7-3728



NEW YORK, N. Y.



THE SEVEN SANTINI BROS. INC.

MOVING • STORAGE • EXPORT PACKING
To and From Everywhere

447 West 49th St. • New York 19, N. Y.
Columbus 5-4600

NEW YORK, N. Y.

TRafalgar 3-3133

SOFIA BROS INC.

475 Amsterdam Ave., New York, N. Y.
FIREPROOF STORAGE WAREHOUSES
U. S. CUSTOMS BONDED & FREE
Household & Commercial Storage
Commercial—Local and Long Distance Movers
Export Packers—Pool Car Distribution
Affiliated with North American Van Lines
Member of NFWA—NYSWA—PNYWA—UNYWA—M & WAGNY

ROCHESTER, N. Y.

George M. Clancy Carting Co., Inc.

Storage Warehouse
Main St., East of Circle St., Rochester 7
General Merchandising Storage—Distribution
Pool Car Distributed—Reshipped

U. S. Custom Bonded—Storage—Drayage
Household Goods Moved—Stored—Shipped
Direct R.R. Siding N. Y. Central in the Center of Rochester

SYRACUSE, N. Y.

200,000 SQUARE FEET

GREAT NORTHERN WAREHOUSES, INC.

Every Modern Warehousing Service

for

Merchandise and Household Goods

2 Private Rail Sidings — 4 Buildings

Daily, Store Door, Motor Freight Service To All New York State Points

Member: American Chain Of Warehouses—MeyWA

SYRACUSE, N. Y.

DISTRIBUTION
MOTOR FREIGHT LINES
PRIVATE RAIL SIDINGS

KING

STORAGE WAREHOUSE INC.
SINCE 1897

ERIE BLVD. AT SO. WEST ST., SYRACUSE 1
COMPLETE MERCHANDISE AND HOUSEHOLD GOODS STORAGE
SERVICES

Represented by
DISTRIBUTION SERVICE, INC. Members
A.W.A.—N.F.W.A.—A.V.L.—N.Y.S.W.A.



WHITE PLAINS, N. Y.

J. H. EVANS & SONS, INC.

Office & Warehouse: 107-121 Brookfield St.

Household Goods Moving, Storage, Packing,
Shipping. Prompt service for any point in
Westchester County.

Member N.Y.F.W.A.—N.F.W.A.



CHARLOTTE, N. C.

Established 1908

**AMERICAN
STORAGE & WAREHOUSE CO., INC.**
CHARLOTTE 1, N. C.

Office and Warehouse, 926 Tuckasee Road
MERCHANDISE STORAGE ONLY. POOL CARS DISTRIBUTED
MOTOR TRUCK SERVICE LOCAL AND DISTANCE
PRIVATE RAILROAD SIDING, SPRINKLERED

CHARLOTTE, N. C.

All buildings fully fireproof construction

UNION WAREHOUSE CO., INC.

BONDED

634 South Cedar St.

MERCHANDISE STORAGE—POOL CAR DISTRIBUTION
Member of A.W.A.—Motor Service

Represented by
CHICAGO 4
804 S. MICHIGAN AVE.
WAB 5-1157



NEW YORK 40
14 WEST 40TH ST.
PL 6-0242

GREENSBORO, N. C.

Telephone 30533

Western Union—Wux

CENTRAL CAROLINA WAREHOUSES, INC.

2000 E. BESSEMER AVE.

MERCHANDISE STORAGE

50 CAR PRIVATE SIDING

NEW YORK, N. Y.

250 PARK AVE.

YUkon 6-7722

GREENSBORO, N. C.

POOL CAR DISTRIBUTION

LOW INSURANCE

Represented by American Chain of Warehouses

CHICAGO, ILL.

53 W. JACKSON BLVD.

HARRISON 7-3688



HIGH POINT, N. C.

GRANVILLE BONDED WAREHOUSE

Merchandise Warehousing — Pool Car Distribution

FULLY SPRINKLERED — LOW INSURANCE

SOUTHERN RAILWAY SIDINGS

RALEIGH, N. C.

CAROLINA STORAGE & DISTRIBUTING COMPANY

MERCHANDISE STORAGE

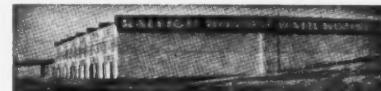
POOL CAR DISTRIBUTION

Private Siding

Trucking Service

Members A. W. A. American Chain of Warehouses

RALEIGH, N. C.



SPRINKLERED • LOW INSURANCE RATES • PRIVATE SIDING
OVER 2,000,000 CU. FT. SPACE

RALEIGH BONDED WAREHOUSE, INC.

Wake Forest Road Raleigh, North Carolina

FARGO, N. D.

Union Storage & Transfer Company

FARGO, N. DAK.

General Storage—Cold Storage—Household Goods

Established 1906

Four warehouse units, total area 188,500 sq. ft.; of this 36,500 sq. ft. devoted to cold storage. Three buildings sprinkler equipped. Low insurance costs. Spot stocks, pool car distribution. Complete warehouse services. Fargo serves North Dakota and Northwestern Minnesota.

Offices 806-10 North Pacific Ave.

AWA-NFWA-MNWWA-ACW-AVL



IN AKRON IT'S THE

COTTER MERCHANDISE STORAGE COMPANY

133 East Center Street P. O. Box 808
Akron 9, Ohio Phone Franklin 6-3136



Warehouse facilities: Six buildings allow space for all types of storage. Our own trucks give prompt delivery. An experienced staff backed by 75 years experience.

Represented by
CHICAGO 4
724 S. MICHIGAN AVE
WA 2-3507

ALLIED DISTRIBUTION INC.
15 WEST 42ND ST
PE 4-6-0967

NEW YORK 36
15 WEST 42ND ST
PE 4-6-0967



CANTON, OHIO

Merchandise, Household Goods



CANTON STORAGE, Inc.
FOURTH AND CHERRY, N. E.
Canton 2

Pool cars distributed. Private sidings.
Free switching on all roads. Separate
fire-proof warehouses for household
goods.

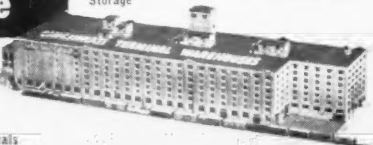
Member: A.C.W.—May.W.A.—
A.W.A.—O.F.A.A.—O.W.A.



CINCINNATI

Every Modern Advantage

Over 9,000,000 Cubic Feet
11 Car Switch in Building
65 Loading Docks
Pool Car Distribution
Long Distance Truck Terminals



GENERAL MERCHANDISE, FREEZER STORAGE

Quick Blast Freezing Mechanized Efficiency
Under Cover Protection Strictly Fireproof
U.S. Customs and ADT Protection
General Liquor Low Insurance Rates
Storage

CINCINNATI TERMINAL WAREHOUSES INC.

LEASEHOLD, OFFICE, WAREHOUSE AND DISPLAY SPACE

49 Central Ave. - CINCINNATI 2, OHIO - Parkway 1-8070

MEMBER-AWA-GWA-NARW

CINCINNATI, OHIO

"OUR ONLY PRODUCT IS SERVICE"

Synchronomatic tabulating card inventory control system.

FRANK HAMILTON WAREHOUSES, INC.

2101 Ross Ave., Cincinnati 12, Ohio. Phone RE 1-8850

Modern one floor plan storage • Private siding on B. & O. Railroad •
Pool Car Distribution • Storage in Transit Privileges.

Member Allied Distribution, Inc. Member Ohio Warehousemen's Assn

CLEVELAND, OHIO

COMPLETE WAREHOUSING SERVICE

THE CONATY WAREHOUSE COMPANY



Merchandise Storage — Pool Car Distribution
LOCAL DELIVERY

PRIVATE SIDING ERIE RAILROAD
656 LEADER BLDG. CLEVELAND 14, OHIO

Represented by Allied Warehouse Companies, New York City & Chicago, Ill.

CLEVELAND, OHIO

Member of A.W.A.—O.W.A.

WATER, RAIL and TRUCK FACILITIES

Cleveland's Only Lakefront Public Warehouse with Direct
Connecting R. R. facilities. Offices: FOOT OF E. 9th ST.
A.D.T. Protection Cleveland 14

LEDERER TERMINALS



NATIONAL COMMERCIAL WAREHOUSE

2719 East 75 St.
Cleveland 4, Ohio

Phone: HE 1-2342
TWX — CV 889

75 St. Warehouse

Private siding, Nickel Plate R.R. • Heated • Sprinkler through-
out • Lowest insurance rate • Central location • In-transit
service • Pool car distribution • Truck delivery • Palletized
merchandise handling • Office rental • Personal service for you
and your customer • Teletype service.

Kinsman Rd. Warehouse

Household goods, store and office fixture, display storage • 48-state
and overseas moving via van, air and water • Agents in all prin-
cipal cities • Teletype service.

AFFILIATE

NEW YORK STAR MOVING & STORAGE CO.

13822 Kinsman Rd.
Cleveland, Ohio WA 1-0468



CLEVELAND, OHIO

NATIONAL TERMINALS CORPORATION

1200 West Ninth Street, Cleveland 13, Ohio

Four Modern Warehouses in Downtown Section
General Storage, Cold Storage, Office Space and Stevedoring
at our waterfront docks.

CLEVELAND, OHIO

OTIS TERMINAL WAREHOUSE

HAS THE FACILITIES
TO MEET ALL OF YOUR NEEDS

Downtown location; Modern and fireproof; Low insur-
ance rates; Enclosed docks and siding on Big 4 Railroad;
Daily delivery service; Office and display space; Telephone accom-
modations; U. S. CUSTOM BONDED.

General Offices • • • • • 1340 West Ninth St

CLEVELAND, OHIO

Complete Modern Facilities For
Efficient And Economical
Warehousing And Distribution

RAILWAY WAREHOUSES

(INCORPORATED)

3540 Croton Ave. • Cleveland 15, Ohio • HE 1-4900

- FIVE CENTRALLY LOCATED
FIREPROOF WAREHOUSES
- COMPLETE A.D.T. PROTECTION
- LOW INSURANCE RATES
- MODERN MATERIALS
HANDLING METHODS
AND EQUIPMENT
- POOL CAR SERVICE

MEMBER DISTRIBUTION SERVICE, INC.

NEW YORK OFFICE: 2 BROADWAY • Bowling Green 9-0986
CHICAGO OFFICE: 251 EAST GRAND AVE. • Superior 7-7100

CLEVELAND, OHIO

"Cleveland's Greatest
Industrial Warehouse"

RESERVE TERMINALS

Unlimited Industrial — Non-Perishable

- ★ 8,487,000 cu. ft. dry, clean storage space.
- ★ 2 indoor sidings (N. Y. C., P. R. R.) for 14 cars.
- ★ Paved, truck drive-through indoors (Next to sidings).
- ★ 11 heavy-duty overhead cranes; elevator, lift trucks.
- ★ Complete traffic dep't service, receiving, storing, distrib-
ing.
- ★ Scheduling rail, common or contract carriers. Transfers
indoors.

4393 Hamilton ★ Cleveland 14 ★ EN 1-3900

and Firms are Arranged Alphabetically

CLEVELAND

Best of Service!

250,000 sq. ft. PRR.

Every desired warehousing service.

OVERMYER WAREHOUSE COMPANY
6900 CENTRAL Phone: HE 1-6560



COLUMBUS, OHIO

COLUMBUS TERMINAL WAREHOUSE CO.

119 East Goodale St. Columbus 8, Ohio
Modern warehouses and storage facilities. A.D.T. System. Private double track siding. Free switching from all railroads.
Chicago 4 224 S. Michigan Ave. WAbash 2-3567
New York 36 11 West 42nd St. PEnn 6-0967



CHICAGO • 224 S. MICHIGAN AVE. WABASH 2-3567
NEW YORK • 11 WEST 42ND ST. PENN 6-0967

COLUMBUS, OHIO

THE MERCHANDISE WAREHOUSE CO.

370 W. Broad St., Columbus 8
Complete service for
MERCHANDISE STORAGE AND DISTRIBUTION
Private Siding NYC and Big Four 14 Car Capacity
Pool Car Distribution A.D.T. Service
Centrally Located Modern Facilities
Members A.C.W.—O.A.W.—A.W.A.



COLUMBUS, OHIO

The NEILSTON STORAGE CO.

260 East Naghten Street, Columbus 15
Modern warehouse for merchandise—Low insurance
—Central Location in jobbing district—Private
railroad siding—Pool cars distributed.

Member of O.A.W.



MERCHANDISE WAREHOUSING ... POOL CAR DISTRIBUTION IN DAYTON AREA

135,000 square feet of sprinklered space A. D. T. protected
• 10 car private rail sidings, free switching to all railroads
• Ample truck docks • City Deliveries • Transit storage •
Modern mechanized equipment • Every shipment photog-
raphed • Prompt reports • Leased space available.

Phone EMerson 1696

Represented By
DAYTON WAREHOUSES, INC.
101 Bainbridge St.
Chicago 4 224 S. Michigan Ave. WAbash 2-3567



101 Bainbridge St.

Dayton, Ohio

LEWIS AND MICHAEL INC.

Merchandise Storage and Distribution

EMERSON 1681

100 Gale Street • Dayton 8, Ohio
Teletype DY-132

- B&O and NYC sidings
- Reciprocal switching
- Penna. and Erie R.R.s
- Modern handling
- Local cartage service
- Pool car distribution
- Storage in transit

THE UNION STORAGE COMPANY DAYTON, OHIO

10 S. CONOVER ST. • EMERSON 1871

ION • PENNSYLVANIA, N. Y. C. & O. RAILROAD
1000 SQUARE FEET OF STORAGE SPACE • 40 CARLOAD
ING SPACE • MECHANIZED EQUIPMENT • TRANSIT
ESTABLISHED IN 1903 • SPRINKLER SYSTEM • A. D. T.

PROTECTION • PENNSYLVANIA, N. Y. C. & O. RAILROAD SIDINGS • RECIPROCAL SWITCHING WITH ERIE RAILROAD •

350,000 SQUARE FEET OF STORAGE SPACE • 40 CARLOAD SPOTTINGS • 35 TRUCK CAPACITY LOADING DOCKS • HIGH

ASSOCIATED WITH C & A TERMINAL CO., 3636 S. CALIFORNIA AVE., CHICAGO 32, ILL.

ING SPACE • MECHANIZED EQUIPMENT • TRANSIT STORAGE • RAPID HANDING OF ALL TYPES OF MERCHANDISE •

ESTABLISHED IN 1903 • SPRINKLER SYSTEM • A. D. T. PROTE

SIDINGS • RECIPROCAL SWITCHING WITH ERIE RAILROAD • 350

**MEMBER AMERICAN
WAREHOUSEMEN'S
ASSOCIATION**



SANDUSKY, OHIO

SECURITY SALES CO.

1316 Cleveland Road, Sandusky, Ohio

Merchandise Storage—Pool Car Distribution
121,000 square feet available in three buildings

Sandusky is on the main line of the New York Central and a spur
of the Nickle Plate Railroad. Eleven miles from the Ohio Turnpike
on Routes 2, 6, 101, 250, therefore we are serviced by the major
truck lines.

Please do not hesitate to contact us for further information

TOLEDO, OHIO

LARGEST MODERN PUBLIC GENERAL MERCHANDISE
AND COLD STORAGE WAREHOUSE IN TOLEDO AND
NORTHWESTERN OHIO. CAPACITY 4,500,000 CU. FT.
FOUR PRIVATE SIDINGS—NYC AND B&O RR's.
COMPLETE WAREHOUSING SERVICE.

GREAT LAKES TERMINAL WAREHOUSE CO.
321-359 MORRIS ST. TOLEDO 4, OHIO

TOLEDO, OHIO

Member of AWA

MERCHANTS AND MANUFACTURERS WAREHOUSE CO.

Office and Main Warehouse: 15-29 So. Ontario St., Toledo 3
CENTER OF JOBBING DISTRICT
Sprinklered Buildings—100,000 square feet Dry Storage—
70,000 cubic feet Cool Storage—Private Siding—Nickle Plate
Road. Free Switching. Merchandise Storage—Pool Car Dis-
tribution—Negotiable Receipts—Transit Storage Privileges—
Low Insurance Rate—City Delivery System.



TOLEDO

Best of Service!

475,000 sq. ft. NYC, NKP, PRR, TT.
Every desired warehousing service.

OVERMYER WAREHOUSE COMPANY
217 CHERRY ST. Phone: CH 3-2266



TOLEDO, OHIO

"QUICK SHIPPERS"

TOLEDO TERMINAL WAREHOUSE, INC.

128-138 VANCE STREET, TOLEDO 2, OHIO

- Merchandise storage • Pool car distribution •
- Fireproof • Private siding Nickel Plate Road
- Free switching • Negotiable receipts •
- Transit storage arrangements • Motor truck
- service • Located in jobbing district.

Member of A.W.A.—O.W.A.—Toledo C. of C.



YOUNGSTOWN, OHIO

Private Sidings
Erie and P.&L.E.

LEDERER TERMINALS



... HAVE SOMETHING IN STORE for you ...
West Commerce St.—North to Belmont Aves., Youngstown 3, O.

OKLAHOMA CITY, OKLA.

**TAX FREE
TRANSIT STORAGE**

GENERAL WAREHOUSE CORP.

1016 S.W. 2nd ST. OKLAHOMA CITY, OKLA.

PHONE: FORREST 50656

B. H. CLANTON, Mgr.

OKLAHOMA CITY, OKLA.

Established 1889

O. K. TRANSFER & STORAGE CO.



GENERAL WAREHOUSING AND DISTRIBUTION

TULSA, OKLA.

**TAX FREE
TRANSIT STORAGE**

GENERAL WAREHOUSE CORP.

10 N. CHEYENNE, TULSA, OKLA.

PHONE: GIBSON 7-5772 TWX: TU-1222

H. J. MCKITTERICK, Mgr.

IN PORTLAND, OREGON

...Since 1864
**EXPERIENCED SHIPPERS
USE HOLMAN**

WAREHOUSING • DISTRIBUTION • TRUCKING

48 S.E. HAWTHORNE BLVD.



IN PORTLAND • GET THE JOB DONE RIGHT WITH...

**OREGON
TRANSFER CO.**

• WAREHOUSING • TRUCKING
• DISTRIBUTION

1238 N. W. Glisan St.
Portland 9, Oregon
Phone CA 7-1281

Represented by:
Distribution Service, Inc.

PORTLAND, ORE.

"38 Years of Satisfied Customers"

"DON'T THINK RUSH — THINK RAPID"

Rapid Transfer & Storage Co.

907 N. W. IRVING ST. - - - PORTLAND, ORE.

DISTRIBUTION:

Private Terminal For Rail Cars.
Reciprocal Switching.
Prompt OS&D Reports.

STORAGE:

Sprinklered Buildings. Low Insurance Rate.
A. D. T. Protected. Prompt Service.

DRAYAGE:

Complete Hauling & Delivery Service.

Represented By: Associated Warehouses, Inc.
549 West Randolph St. 52 Vanderbilt Ave.
Chicago, Ill. New York, N. Y.
Randolph 6-4458 Murray Hill 9-7645

IN
PORTLAND, ORE.
IT'S...

**Rudie
Wilhelm**

1233 N. W. 12th AVENUE (9)
CApitol 7-0561

ALLENTOWN, PA.

Member A.W.A.

Hummel Warehouse Company, Inc.

728-40 North 15th Street

Complete Merchandise Storage and
Pool Car Distribution

Truck Service—P.U.C. and I.C.C. Certificates
Private Sliding—L.V.R.R.

ALTOONA, PA.



William W. Ward
President

We proudly announce the opening of our new modern all-purpose warehouse here in the heart of the Keystone State. Our aim is to give the best possible service and this aim is backed up by 25 years experience in the transportation field.

- Low insurance costs.
- 116,000 sq. feet all on one floor.
- Sprinklered and ADT protection.
- Facilities for handling truckload, carload, and trailer-on-rail service
- 18' ceilings—No load limit.
- Daily delivery to Cental Pennsylvania points.
- 115,000 square feet of yard storage protected by Cyclone fencing.
- Heated—Fireproof.

WARD

WAREHOUSING CORP.

TRANSPORTATION CENTER

ALTOONA, PA. — PHONE 9482

BUTLER, PA.

C. W. NICHOLAS, Pres. Est. 1902



O. H. Nicholas Transfer & Storage Co.

324 So. McKean St.

Merchandise and Household Goods

Pool Car Distribution
3 Car Sliding

Packing and Crating
Free Switching

2 Warehouses 41,000 sq. ft.

ERIE, PA.



ERIE WAREHOUSE CO.

COMMERCIAL STORAGE AND
POOL CAR DISTRIBUTION

THROUGHOUT NORTHWESTERN
PENNSYLVANIA & WESTERN N. Y.

1258 W. 18TH ST. TEL. 2-2957

ERIE, PA.



M.V. IRWIN **MOVING
AND
STORAGE**

OFFERS ERIE'S LARGEST AND MOST MODERN
STORAGE AND WAREHOUSE FACILITY

DOORS ACCOMMODATE RAILROAD CARS, TRUCKS

• TRANSPORTATION • POOL CAR DISTRIBUTION
Phone: 2-4779

and Firms are Arranged Alphabetically

HARRISBURG, PA.

INC. 1902

HARRISBURG STORAGE CO.

COMPLETE STORAGE & POOL CAR
DISTRIBUTION SERVICE

STORAGE IN TRANSIT

PENNSYLVANIA RAILROAD SIDING

MEMBER—"AMERICAN WAREHOUSEMEN'S ASSN."

HARRISBURG, PA.

HARRISBURG WAREHOUSE CO.

GENERAL MERCHANDISE STORAGE

POOL CARS DISTRIBUTED

BRICK BUILDING—LOW INSURANCE

STORE DOOR DELIVERY ARRANGED FOR

PENNA. R. R. SIDING

OPERATING KEYSTONE WAREHOUSE

LANCASTER, PA.

INC. 1906

LANCASTER STORAGE CO.

LANCASTER, PA.

Merchandise Storage, Household Goods, Transferring,
Forwarding

Manufacturers' Distributors, Carload Distribution,

Local and Long Distance Moving

Member of May.WA—PFWA



MORTON, PA.

Delaware County's Leading Movers

J. C. STILWELL'S SON

1 N. Morton Avenue, Morton, Pa.
(Philadelphia Suburbs)

MOVING-STORAGE-PACKING-CRATING

ONLY ONE OFFICE—Centrally located at

1 N. Morton Ave., Morton, Pa.

Telephone: KI 4-3600

Teletype Swarthmore, Pa. 1096



PHILADELPHIA, PA.

MACK WAREHOUSE CORPORATION

Penn & Unity Streets, Philadelphia 24, Pa.

Cumberland 8-7010-7011

WAREHOUSING DISTRIBUTION

- ★ Over 800,000 square feet of ideal storage space
- ★ Four buildings in south, central and northeast sections of the city including convenient water-front locations
- ★ Storage-in-transit
- ★ Pool car distribution
- ★ Export packaging
- ★ Mobile crane and fork lift equipment
- ★ Ample truck docks
- ★ PRR, RDG & B&O Railroad sidings
- ★ Experienced & efficient personnel

OTHER FACILITIES

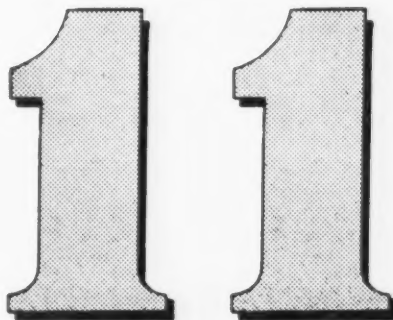
Eavenson & Levering Company—Division of Mack Warehouse Corp., Camden, New Jersey

400,000 Square feet of well-planned storage space

Mack Transportation Company, Philadelphia, Pa.

400 Trucks, tractors and trailers

At your service



"MERCHANTS"

Eleven separate, well-equipped warehouses to better serve your distributional needs in the teeming Delaware Valley region.

MERCHANTS WAREHOUSE CO.

10 Chestnut St., Philadelphia 6, Pa.

Tel. LOmbard 3-8070



Public

**warehousing is
profitable in**

PHILADELPHIA

Yes, we can prove to you that distribution through "Pennsylvania" is more flexible, efficient and economical than branch facilities. Here are 22 big, modern warehouses—strategically located to serve this key marketing area. Over 1,000,000 sq. ft. of free and bonded storage space; low insurance rates.

Workmen are careful and competent. Modern mechanized equipment moves the most difficult commodities safely and swiftly. Exceptional rail and highway facilities. One- to 10-ton trucks for fast store-door delivery. Write us today for full information about the money-saving advantages "Pennsylvania" offers you in Philadelphia.

REPRESENTATIVES:

J. W. Terreforte, 250 Park Ave., New York 17

Henry H. Becker, 53 W. Jackson Blvd., Chicago 4



PENNSYLVANIA

WAREHOUSING & SAFE DEPOSIT CO.

303 Chestnut Street • Philadelphia 6, Pa. • Tel. LOmbard 3-3893

Having distribution headaches in Philadelphia?

You can by-pass a lot of distributional headaches by making "Terminal" your headquarters in Philadelphia. How? By using the unbeatable combination of strategic location, warehousing and shipping facilities, and services carefully coordinated for your convenience and profit. We safely store your inventory in any of our eight big, modern houses. Our trucks load and deliver your goods to stores a hundred miles away in a matter of hours.

Check the "Terminal" features herewith which you can use to advantage. Write today about your problems and requirements.

FAST FACTS:

- Over 1,600,000 sq. ft. storage space • Low insurance rates • 60 modern trucks for swift store-door delivery • Careful, efficient, expert personnel • Fully mechanized handling • U.S. Customs bonded • Clean, well-lighted storage floors • Private siding connections with Pa. and Reading Railroads • Spacious truck docks • Pool-car service • Storage-in-transit • Member A.W.A., P.W.A., P.M.T.A., Philadelphia Chamber of Commerce.



TERMINAL WAREHOUSE COMPANY

81 FAIRMOUNT AVENUE • PHILADELPHIA 23, PA.

NEW YORK 4, 2 Broadway, Phone: Bowling Green 9-0986 • SAN FRANCISCO 7, 605 Third St., Phone: Sutter 3461 • CHICAGO 11, 251 E. Grand Ave., Phone: Superior 7180

Represented by DISTRIBUTION SERVICE, INC. An Association of Good Warehouses Located at Strategic Distribution Centers

PHILADELPHIA, PA.

Member of A.W.A.—P.W.A.

COMMERCIAL WAREHOUSING CO.

Meadow and Wolf Sts. Philadelphia 48

Complete Storage and Distribution Service
Private Siding • Pool Car Distribution
Low Insurance Rates

PITTSBURGH, PA.

ED WERNER TRANSFER & STORAGE COMPANY

1917-19 Brownsville Road
Pittsburgh, Penna.

Storage, Packing and Shipping

Member of National Furniture Warehousemen's Ass'n.
Agent of Allied Van Lines, Inc.

PHILADELPHIA, PA.

Established 1865

Gallagher's Warehouses, Inc.

708 South Delaware Avenue, Philadelphia 47
Merchandise Storage • Storage in Transit
Direct Siding-Penna. R.R. and Reading R. R.
Pool Car Distribution

Represented by Associated Warehouses, Inc.
New York (17) • Deliveries • Chicago (6)
52 Vanderbilt Ave. City and Suburban 549 W. Randolph St.
Murray Hill 9-7645 • Randolph 6-4457

SCRANTON, PA.

Established 1926

MIFFLIN WAREHOUSE CO.

N. Washington Ave. & Pine St., Scranton, Pa.
MODERN WAREHOUSE SERVICE

New one story structure, completely sprinklered and fully palletized.

Private siding Erie Railroad. Pool car distribution.
Experienced personnel.

PITTSBURGH, PA.

Vincent White Owner and Manager

2525 Railroad Street, PITTSBURGH 22

**[In the heart of Pittsburgh's
Jobbing District]**

STORAGE IN TRANSIT

B. & O. and P.R.R. SIDINGS

COMPLETE TRUCKING FACILITIES

A.D.T. PROTECTION

WHITE Terminal Company

2525 Railroad Street

Also Operators of
WHITE MOTOR EXPRESS CO.

Established 1918

SCRANTON, PA.

THE QUACKENBUSH WAREHOUSE CO.

100 W. Poplar Street, Scranton 3, Pa.

WAREHOUSING AND DISTRIBUTION since 1894

A D T. Protection

STORAGE IN-TRANSIT • DL&W SIDING

WILLIAMSPORT, PA.

Dial 2-4791 or TWX Williamsport 68

WILLIAMSPORT STORAGE COMPANY, INC.

(Est. 1921)

Economy — Experience — Service — PRR Sidings
Specialized!—Storage-in-Transit!—Now!—Through Rates Protected
From West to Eastern Seaboard, N. Y., New England and Vice Versa
In The East: North to South and Vice Versa
Williamsport is Closer in Miles and Minutes to The Greatest U. S.
Market — 200 Miles Radius — 30% U. S. Population
Member: AVL - NFWA - PMTA - PWA - PFWA - WCoC - WBMA - CPTC

and Firms are Arranged Alphabetically

CHARLESTON, S.C.

Merchandise and Household Goods STORAGE and DISTRIBUTION

Modern Concrete Warehouse. 100,000 Square Feet of Storage Space. Private Tracks Connecting with All Railroad and Steamship Lines. Motor Truck Service. Low Insurance Rates.

CHARLESTON WAREHOUSE AND FORWARDING CORPORATION
16 HASELL ST., CHARLESTON, S. C.
Telephone 2-2918

COLUMBIA, S.C. Distribution Center of South Carolina

CAROLINA BONDED STORAGE CO.
ESTABLISHED 1928

General merchandise and household goods storage.

Pool Car Distribution. Private rail sidings. Sprinkler equipped warehouse.

CHATTANOOGA, TENN. Telephone 5-3655

Chattanooga Warehouse & Cold Storage Co.
1208 King Street, Chattanooga 2, Tenn.

Merchandise and Cold Storage
Pool Car Distribution—In-Transit Storage

Member of AWA—American Chain of Warehouses

MEMPHIS, TENN.

JOHN T. MAYER WAREHOUSE & TERMINAL, INC.
1157 TERMINAL Call 39-2451 or 35-7007

BONDED WAREHOUSE
MODERN ONE STORY—SPRINKLERED
COMPLETELY MECHANIZED

• AUTOMOBILE • APPLIANCE • HEAVY EQUIPMENT
POOL CAR DISTRIBUTION & STORAGE IN TRANSIT

Located on the Frisco-Illinois Central & Missouri Pacific & L&N with Reciprocal Switching

MEMPHIS, TENN.

COMPLETE WAREHOUSE FACILITIES

for the proper Storage and Distribution of your Merchandise in the Memphis trade area. Telephone: Jackson 7-5641

POOL CAR DISTRIBUTION
We invite your Inquiries

CHICAGO OFFICE, 53 W. Jackson Blvd.
NEW YORK OFFICE, 250 Park Avenue

MIDWEST TERMINAL WAREHOUSE CO.
61 West Georgia Avenue, Memphis 5, Tenn.

Owned and Operated by the ST. LOUIS TERMINAL WAREHOUSE CO. ST. LOUIS, MO

MEMPHIS *Best of Service!*

250,000 sq. ft. IC, MP, FRISCO.
Every desired warehousing service.

OVERMYER WAREHOUSE COMPANY
36 W. CALHOUN Phone: JA 6-4252

MEMPHIS, TENN. W. H. DEARING, President

POSTON WAREHOUSES, INC.
Established 1894

671 to 679 South Main St., Memphis 2

Insurance Rate \$1.20 per \$1,000 per Annum. Distribution a Specialty Merchandise storage, dependable service, free switching. Local cartage delivery. Illinois Central and Cotton Belt Railway tracks. Automatic sprinkler. A.D.T. watchmen.

MEMPHIS, TENN. J. W. HULL, Pres.
S. A. GODMAN, V. P. & Gen. Mgr.

UNITED WAREHOUSE & TERMINAL CORP.

Warehouse No. 1 Warehouse No. 2
137 E. Calhoun Ave. 138-40 St. Paul Ave.
MEMPHIS, TENNESSEE

Storage (Mdse.)—Pool Car Distribution—Local delivery service—Office Space. In the heart of the wholesale district and convenient to Rail, Truck and Express terminals. Eight car railroad siding—(N.C.&ST.L. and L&N.)—Reciprocal switching A.D.T. Service. Represented by Distribution Service, Inc. Member of A.W.A. and M.W.A.

MEMPHIS, TENN.

VAIDEN WAREHOUSE
693-699 So. Main St., Memphis 2, Tenn.

Merchandise Storage

Brick, Concrete, Sprinklered Warehouse, ADT Automatic fire alarm. Private siding: Ill. Central, ST.L. & SW RR. Consign shipments via any RR. Pool car distribution Branch office facilities.

Member Southeastern Assn.

NASHVILLE, TENN.

**MERCHANDISE WAREHOUSING
POOL CAR DISTRIBUTION
SINGLE STORY OPERATION
FULLY MECHANIZED
SPRINKLER & ADT PROTECTION
LOW INSURANCE RATES**

Members of
American Chain of Warehouses Inc., American Warehousemen's Association, Southeastern Warehousemen's Association, National Furniture Warehousemen's Association, Allied Van Lines, Inc.

BOND, CHADWELL CO.
Alpine 5-2738 NASHVILLE 1, TENN.

NASHVILLE, TENN. 2605 Charlotte Ave., Nashville 1

Central Van & Storage Co.

MERCANTILE AND HOUSEHOLD STORAGE
WAREHOUSE STOCK and POOL CAR DISTRIBUTION
Automatic Sprinkler System—Centrally Located

AMARILLO, TEX.

McKNIGHT Warehouses Incorporated
General Offices 901 Grant St.

Mdse. Stg. & Distr. Whse #2
901 Grant St.
Santa Fe Private Siding

Household Goods Whse #1
108 Taylor
FW&DC Railway

Amarillo's Most Modern Fireproof Constructed Warehouse

AMARILLO, TEXAS

ARMSTRONG TRANSFER & STORAGE CO., INC.



P. O. Box 1860
Merchandise Storage & Distribution
Household Goods Storage,
Long Distance Operators

Members: A.W.A.-A.C.W.-N.F.W.A.-S.W.T.A.
Agents—Allied Van Lines



DALLAS, TEXAS

THE BIG WHEEL IN THE SOUTHWEST SINCE 1875

Our 82nd Year Gus K. Weathered, Pres. C. E. Bradley, Vice-Pres.
Modern Fireproof Construction—Office Displays,
Manufacturers, and Warehouse Space.



MEMBERS: A.W.A., N.F.W.A., American
Chain of Warehouses, Southwest Warehouse
& Transfermen's Assn., Rotary Club.

Operating H. & N. T. Motor Freight Line.
Allied Van Lines, Inc., Agent.

Dallas Transfer
TERMINAL WAREHOUSE CO.
2ND UNIT SANTA FE BUILDING

DALLAS, TEXAS

INTERSTATE-TRINITY WAREHOUSE COMPANY

Merchandise
Storage and
Distribution

Household
Goods Storage
Moving &
Packing

Long Distance
Hauling

301 North Market St. • Dallas 2, Texas
R. E. ABERNATHY J. A. METZGER
President Vice-Pres.



Member American Warehousemen's Assn.

EL PASO, TEXAS

EL PASO TERMINAL WAREHOUSES, INC.



A COMPLETE SERVICE IN
MERCHANDISE STORAGE AND
DISTRIBUTION SINCE 1911

NORMAN W. NABLO
Pres. & Gen. Manager
421 Frederick St.



EL PASO, TEXAS

"Bankers of Merchandise" "Service With Security"

International Moving & Warehouse Co. 1601 Magoffin Ave. Inc. in 1920 El Paso, Texas



Lowest Content Insurance Rate
Fireproof Storage of Household Goods, Autos & Merchandise,
State and Customs Bonded. Private Trackage—T. & P.
and So. Pac. Rys. Pool Car Distribution—Motor Truck Service.
Members—N.F.W.A.—S.W.T.A.—Agent for AVL.

Represented by

CHICAGO: 1
801 S. MICHIGAN AVE.
W. H. HARRISON

ALLIED DISTRIBUTION INC.

NEW YORK: 10
10 WEST 41ST ST.
NEW YORK

FORT WORTH, TEXAS

In Fort Worth It's Binyon-O'Keefe

MERCHANDISE STORING—POOL CAR DISTRIBUTION
Our modern Centrally located warehouse is completely equipped to serve
you with over 200,000 sq. ft. of merchandise and household storage space
MOVING—STORAGE—PACKING—SHIPPING



Since
1875

BINYON-O'KEEFE
STORAGE CO.

Since
1875

800 Calhoun St., Fort Worth 1
Associated with Distribution Service, Inc.



FORT WORTH, TEXAS

Complete Mechanized Service

Merchandise Storage—Pool Car Distribution



Centrally Located
to Wholesale Trade

Adequate Truckage, Doors and Docks

FORT WORTH WAREHOUSE & STORAGE CO., INC.

* L. C. ABBOTT, President and Gen. Mgr.

POOL CAR DISTRIBUTION MERCHANDISE AND HOUSEHOLD GOODS STORAGE



"KING OF THE MOVERS"
JOHNSON
STORAGE & VAN CO.
201 W. VICKERY Bldg. 2-3301
FORT WORTH, TEXAS



NOW... IN FORT WORTH
COMPLETE WAREHOUSING FACILITIES
NEW MODERN
ONE STORY BUILDING
Completed June '55



**UNITED
STATES
COLD
STORAGE**

- MERCHANDISE STORAGE
- AIR CONDITIONED STORAGE
- COLD STORAGE

1101 N. E. 23rd St. FORT WORTH MARKET 6-8246

HOUSTON, TEXAS

"Service with Reliance"

AMERICAN WAREHOUSES, INC.

P. O. Box 1772 • 1918 Collingsworth • Phone: Capitol 8-6381
One Floor—Car Level—330,000 Square Feet—Fully Sprinklered. A.D.T.—
Adequate Truck and R. R. spots. Member A.W.A. & S.W.T.W.A.
New York 36, Murrayhill 2-8927 Chicago 2, Ill., State 2-5180
Linne Johnson, 36 W. 44th St. • Walter P. Taylor, 105 W. Madison St.

HOUSTON, TEXAS

New Location—Improved Facilities

BETTER WAREHOUSING IN HOUSTON

Our new warehouse is 800 feet long by 250 feet wide with car spot on
the Mo. Pac. R.R. for 20 cars at one time. Plenty of truck dock space
with wide area to maneuver trucks and trailers.
This modern one-story property with high ceilings and unlimited floor
load capacity is fully equipped with modern materials handling apparatus.
HOUSTON CENTRAL WAREHOUSE and COLD STORAGE CO.

Represented by

800 Middle Street

CHICAGO: 1
801 S. MICHIGAN AVE.
W. H. HARRISON

ALLIED DISTRIBUTION INC.

NEW YORK: 10
10 WEST 41ST ST.
NEW YORK

Houston 1, Texas

HOUSTON, TEXAS

Houston Terminal Warehouse & Cold Storage Company

701 No. SAN JACINTO ST., HOUSTON 2

General Storage Cold Storage U. S. Customs Bonded
A. D. T. Service Pool Car Distribution
Office Space Display Space Parking Space
Lowest Insurance Rate

New York Representative
Phone YUKON 6-7722

Chicago Representative
Phone HARRISON 7-3688

and Firms are Arranged Alphabetically

In Houston Its...

HOUSTON Warehouse Service
INCORPORATED
905 Live Oak Street
And For Pool Car Distribution

HOUSTON Freight Service
INCORPORATED
2121 Congress Avenue

A COMPLETE WAREHOUSE & DISTRIBUTION SERVICE

HOUSTON, TEXAS

PATRICK TRANSFER & STORAGE CO.
1117 VINE STREET, HOUSTON 2
Merchandise and Household Goods Storage
Pool Car Distribution
Sprinklered—A.D.T. Watchmen
Shipside and Uptown Warehouses
A Fisher G. Dorsey Interest
Member of N.F.W.A.—State and Local Ass'n.

HOUSTON, TEXAS

A. C. "SPARK" CARTER
Owner & Manager

TEXAS SERVICE WAREHOUSE COMPANY
702 & 710 Pine Street
Private Rail Sidings—All Houston Railroads
General Merchandise—Storage and Distribution
Sprinklered Throughout A.D.T. Supervisory Service

HOUSTON, TEXAS

UNION TRANSFER & STORAGE COMPANY
HOUSTON MERCHANDISE MART
2202 Nance Street P. O. Box 305
SPRINKLERED THROUGHOUT—SUPERVISED BY A.D.T.
MOST MODERN FACILITIES IN SOUTHWEST
OFFICES YEAR AROUND AIR CONDITIONED
MERCHANDISE STORAGE EXCLUSIVELY
A FISHER G. DORSEY INTEREST

HOUSTON, TEXAS

UNIVERSAL TERMINAL WAREHOUSE CO.
1002-1008 Washington Ave., Houston
Merchandise Storage—Pool Car Distribution—Drayage Service
A.D.T. Central Station Automatic Supervisory
Sprinkler, Waterflow, and Fire Alarm Service
Watchmen, U. S. Customs Bonded, Office Space
Represented in all principal cities by
UNIVERSAL CARGOING & DISTRIBUTING COMPANY
Division of
UNITED STATES FREIGHT CO.
Members State and Local Associations

HOUSTON, TEXAS

Member: A.W.A.—S.W.&T.A.—M.W.A.

WALD TERMINAL WAREHOUSE CO., Inc.
3 Bonded Warehouses—175,000 Sq. Ft.
902-920 Live Oak St., Houston 1, Texas
Established 1914
MERCHANDISE STORAGE • POOL CAR DISTRIBUTION
Represented by: Distribution Service, Inc.
New York—Chicago—San Francisco
EXPERIENCE • SERVICE • RESPONSIBILITY

HOUSTON, TEXAS

BENJ. S. HURWITZ, Pres.

WESTHEIMER
Transfer and Storage Co., Inc.
2205 McKinney Ave., Houston 1
Since 1883
Merchandise & Household Goods Storage—Pool Car Distribution—
Lift Van Service—20 car lengths of trackage.
Warehouses—A.D.T. Automatic Fire and Burglary Protection
Members N.F.W.A.
Agent for Allied Van Lines, Inc. State and Local Assn.

WICHITA FALLS, TEXAS

POOL CAR DISTRIBUTION
Since 1920
Spot stocks of Grocer Lines a Specialty
TARRY WAREHOUSE & STORAGE CO.
Wichita Falls, Texas
Members: SW&T.A.—NFWA—AVL

SALT LAKE CITY, UTAH

CENTRAL WAREHOUSE
520 West 2nd South St., Salt Lake City 1
Fireproof Sprinklered
Merchandise Storage
Pool Car Distribution Office Facilities
Member A.F.A.

HAMPTON, VA.

Serving Tidewater Virginia

BROOKS TRANSFER & STORAGE CO., INC.
1928 W. Pembroke Ave.
40,000 sq. ft. floor space. Low insurance rates. Mdse. warehousing and distribution. Private railroad siding. Pool car distribution. Freight truck line. Household goods stored, packed, shipped. Van service to all states.
Member: UNITED VAN LINES
NATIONAL FURNITURE WAREHOUSEMEN'S ASSN.

NORFOLK, VA.

Fine Warehousing Since 1914

Security Storage and Van Co.
500-530 FRONT STREET
COLLECTIONS • POOL CARS • DISTRIBUTION
MOTOR VAN AND LIFT VAN SERVICE
Member—Nat'l. F.W.A.—Allied Van Lines

NORFOLK, VA.

Established 1892 Phone: MADison 2-2619

SOUTHGATE STORAGE CO., INC.
SOUTHGATE TERMINAL
P. O. Box 840
MERCHANDISE STORAGE
• Fully Mechanized and Palletized • Centrally Located
• Pool Car Distribution • Private Trackage
• Custom Bonded Space • Local Truck Delivery Service
• Negotiable Receipts
Represented By American Chain of Warehouses
NEW YORK 360 Park Ave. YUkon 6-7732
CHICAGO 53 W. Jackson Blvd. HArrison 7-3488

RICHMOND, VA.

79 Years of Continuous Service

BROOKS TRANSFER & STORAGE CO., INC.
1224 W. Broad St.
3 storage warehouses 81,000 sq. ft. floor space. Low insurance rates. Mdse. warehousing and distribution. Private railroad siding. Pool car distribution. Freight truck line. Household goods stored, packed, shipped. Van service to all states.
Member: UNITED VAN LINES
NATIONAL FURNITURE WAREHOUSEMEN'S ASSN.

ROANOKE, VA.

OLD DOMINION
STORAGE WAREHOUSE, Inc.
2502 Patterson Ave., S. W. Roanoke, Va.
GENERAL MERCHANDISE STORAGE
POOL CAR DISTRIBUTION
FIREPROOF BUILDING
LOW INSURANCE RATES
PRIVATE SIDING N. & W. R. R.
AMPLE TRUCK DOCKS
COMPLETELY PALLETIZED
The Most Logical Distribution Point for
Virginia, West Virginia, North Carolina
and Tennessee

ROANOKE, VA.

Agent: Allied Van Lines, Inc.

PITZER TRANSFER, STORAGE & FUEL CORP.

403-411 W. Salem Ave., Roanoke 5

Capacity 500 Cars
Private RR Siding
Automatic Sprinkler
Accurate Accounting



We make a specialty of Storage and Pool Car Distribution for Agents, Brokers and General Merchandise Houses.

Represented by: American Chain of Warehouses, Inc.

TACOMA, WASH.

Member AWA, NFWA

PACIFIC STORAGE, Inc.

1721 JEFFERSON AVE., TACOMA 2

Complete facilities—5 locations including 2 on waterfront—special arrangements for serving Alaska—pool car distribution—local cartage—customs bonded—Agents Allied Van Lines.



YOU CAN SAVE MONEY BY USING TACOMA

SEATTLE, WASH.

TAYLOR-EDWARDS

WAREHOUSE & TRANSFER CO., INC.

1020 Fourth Avenue South

Seattle 4

WAREHOUSING • DISTRIBUTION • TRUCKING

Represented By
DISTRIBUTION SERVICE, INC.
New York—Chicago—San Francisco

SPOKANE, WASH.

**COMMERCIAL WAREHOUSING,
LOCAL CARTAGE**

Complete commercial warehousing and drayage services, jobbers offices, only 1 block from main retail area. 75,000 sq. ft., pvt. siding, NP.

Leroy Pease, Mgr.
South 124 Wall St. Riverside 6100

LET LYON GUARD YOUR GOODS



SPOKANE, WASH.

TAYLOR-EDWARDS

WAREHOUSE & TRANSFER CO., INC.

800 N. Hamilton St.

Spokane 11

WAREHOUSING • DISTRIBUTION • TRUCKING

Represented By
DISTRIBUTION SERVICE, INC.
New York—Chicago—San Francisco

GREEN BAY, WIS.

ESTABLISHED 1903

LEICHT TRANSFER & STORAGE CO.

1401-55 S. STATE ST. • GREEN BAY • WIS. •



Merchandise Storage
Pool Car Distribution
Transit Storage
Household Goods Storage
Heated—Unheated—Yard Storage
Waterfront Facilities
Stevedore Services

U. S. Customs, State and Public Bonded
70 Car Track Capacity
Modern Handling Equipment
Private Siding on C&NW
CM&StP&P, GB&W Lines
Reciprocal Switching all lines

Complete local and over-the-road truck services with 70 units of all types of equipment, including low-bed trailers, winches and cranes.

AERO-MAYFLOWER MOVING AND STORAGE

MADISON, WIS.

2302 Darwin Road

Phone Cherry 4-6255

HANSEN STORAGE

OF MADISON, INC.

MODERN ONE STORY OPERATION

Fork Truck Handling . . .

(Continued from Page 41)

of the available sections. It also is his responsibility to record accurately the exact location of each load.

Items Mixed

Instead of setting aside a particular section for a single commodity, a given item may be found any place in the warehouse. It was found shortly after the warehouse opened, that reserving an area for each item caused confusion and slowed operations considerably.

Under the old system an incoming shipment of corn might fill the bay set aside for corn and the overflow would have to be stored in the soap section. Then, there being no room for soap, this item would have to be stored elsewhere, resulting in an uncontrolled scattering of merchandise. The new method of storage has proved speedy and highly efficient.

Accurate records make it pos-

sible to tell at a glance the exact location of any pallet load and where the oldest merchandise of each type is located.

Three fork trucks are used to keep the order selection area supplied. When an item is nearly depleted, the following steps are taken:

The operator of one of the

New West Coast Plant



This \$5 million plant will be built in Santa Ana, Calif., by Standard Pressed Steel Co. The exterior of the 280,000-sq ft plant—scheduled to be completed in early 1958—will consist primarily of tinted-green aluminum curtain walls and continuous ribbons of window sash

trucks used for filling the order picking line goes to the record to find where the oldest merchandise is stored. He drives directly to the section, picks out the correct pallet load with the help of the coded tag, and delivers it to the order selection area.

Order picking is done by operators who load merchandise onto four-wheel trucks which are pushed. When the order is complete, operators working near the dock push their trucks out.

In other cases, hand trucks are pushed to a main aisle where they are made up into a train and moved to the dock by a tractor.

The benefits obtained from an industrial truck handling system are threefold: first, rapid unloading, storage and shipping of merchandise; second, maximum utilization of all available storage area; and third, good rotation of stock.

Added to this is the effective service and prompt deliveries to the company's many retail outlets.

(Resume Reading on Page 42)

and Firms are Arranged Alphabetically

MILWAUKEE, WIS.

Private Phone: BRoadway 1-8930

AMERICAN WAREHOUSE CO.



General Office—525 E. Chicago St.
3 Clean, Well-Equipped Warehouses
Pool Car/Truck Distribution Specialists
Customer Preference—Our Best Reference
Private Siding: G & NW Ry.
3rd Ward Dist.



MILWAUKEE, WIS.

Flagstone 1-6673

BAY-NEL TERMINAL

3119 W. Mill Rd. Milwaukee 9, Wisc.
Warehousing — Distribution — Private Rail Siding
Modern One Story Building

HANSEN STORAGE CO.
124 N. JEFFERSON ST.
MILWAUKEE, WIS.
WISCONSIN'S
LARGEST AND
MOST MODERN
AFFILIATE — HANSEN STORAGE OF MADISON INC.

National Warehouse Corp.

MILWAUKEE'S FINEST



A SOLID BLOCK OF
RESPONSIBLE WAREHOUSING
ALSO LEASE RENTALS OF
WHOLE BLDGS. OR PARTS
SO. WATER & E. BRUCE STREETS

MILWAUKEE, WIS.

—Phone Marquette 8-7091

TERMINAL STORAGE CO.

100-112 W. Seeboth St.
Milwaukee 4, Wisconsin

Cooler, Freezer and General Merchandising Storage
Deep Water Dock, Private Siding
on C.M.St.P. & P.R.R.

SHAWANO, WIS.

Modern Building, Reinforced Concrete Construction

SHAWANO TERMINAL WAREHOUSE

120 E. Richmond Street Shawano, Wisconsin
General Merchandise Storage
LOW INSURANCE RATES
POOL CAR DISTRIBUTION
Licensed and Bonded. Private Siding Chicago & Northwestern R.R.
Member W.A. W.A.

TORONTO, ONT.

Established 1913

TORONTO'S LARGEST

Merchandise Storage and Distribution Specialists



HOWELL WAREHOUSES LIMITED
Head Office: 222 FRONT ST. EAST TORONTO 2, CANADA
Telephone: EMpire 4-0111
Member of Canadian Warehousemen's Association

**TORONTO, ONTARIO
TERMINAL WAREHOUSES LIMITED**

1,000,000 Square Feet
Merchandise Storage
Refrigerated Storage Field Warehousing
Office Space Cartage
Stevedoring
Rail Sidings
Fireproof
Free Switching
Lowest Insurance
207 Queen's Quay - EM: 3-3411



TORONTO, ONT.

ENQUIRIES INVITED

TORONTO STORAGE CO. LIMITED
(Established 1916)

3/16 Berkeley St. Toronto 2, Ont.
General Merchandise—Bonded & Free
1,500,000 cubic feet. Sprinklered.
Private Siding. Efficient Loading Facilities.
Company Owned Tracks.
Members of Canadian Warehousemen's Association.
"Our Clients do the selling—we do the rest."

MONTREAL, QUE.

St. Lawrence Warehouse Inc.



8-VAN DORNE AVENUE, MONTREAL, CANADA
200,000 SQ. FT. OF MODERN FIREPROOF SPACE LOCATED
IN THE EXACT CENTER OF THE CITY OF MONTREAL
Canadian Customs Bonded. Private Siding — 8 Car
Capacity — Free Switching — All Railroad Connections.
Represented by
ALLIED DISTRIBUTION, INC.
CHICAGO, ILL. NEW YORK, N. Y.

Within the Law . . .

(Continued from Page 80)

full value of his destroyed goods on the grounds that the warehouse company was responsible because in newspaper advertisements and, also, in the warehouse receipt, the building was asserted to be fireproof.

During the trial the testimony showed that G— had not read the newspaper advertisements proclaiming the warehouse to be fireproof before he delivered his goods to the warehouse company for storage. Therefore, the higher court held the

warehouse company not liable to G— for the value of his destroyed goods, and said:

"In support of his position plaintiff (G—) contends that defendant (warehouse company) represented the warehouse to be fireproof when, in fact, it was not, and which fact was unknown to plaintiff."

With respect to the warehouse receipt which G— received through the mail several days after the warehouse company had accepted the

goods for storage, and which stated that the warehouse building was fireproof, the higher court said:

"There is nothing in the evidence to indicate that plaintiff relied upon the words "Fireproof Warehouse" in the receipt and contract mailed to him. Their household goods had already been stored in the defendant's warehouse prior to the time he received the form in the mail. Furthermore, the receipt and contract specifically stated, that defendant (warehouseman) was not responsible in case of fire or other causes beyond its control, and that in no event was defendant responsible except for its own negligence."

(Resume Reading on Page 81)

All Delta Flights Carry airFREIGHT



Serving 60 Cities in 7 Countries

Leading companies in nearly every field have learned how to improve distribution, build sales and cut costs with Delta airFREIGHT. Find out what flying freight can do for you, how to "air" your shipping problems. For answers to specific questions—or complete shipping analysis, free—call your local representative of Delta airFREIGHT. Or write to:



airFREIGHT Dept., Atlanta Airport,
Atlanta, Georgia

CLASSIFIED ADVERTISING

RATES: 20¢ a word—\$5 minimum

SALE OR LEASE

FOR RENT—Excellent storage warehouse, Bristol, Pa. 12 to 85,000 feet, 10 acres of land. One story, high ceilings, heated, sprinklered, traveling cranes, FRR sidings, Del. Valley Interchange Turnpike. Write Box 221, DISTRIBUTION AGE, Chestnut & 56th Sts., Philadelphia 39, Pa.

HELP WANTED

ASSISTANT DISPATCHER—Experienced in local and long distance household and office moving. Will handle dispatching of large fleet and personnel. Age 30-40. Excellent opportunity. Location New York City. Write Box 223, DISTRIBUTION AGE, Chestnut & 56th Sts., Philadelphia 39, Pa.

SITUATIONS WANTED

WAREHOUSE EXECUTIVE—Vice president and operations manager of large Midwest warehouse contemplating change. Presently operating refrigerated and merchandise storage plants. Have 26 years experience in refrigerated, merchandise and household goods storage. On friendly terms with large number of national distributors. Experienced with all commodities. Write Box 222, DISTRIBUTION AGE, Chestnut & 56th Sts., Philadelphia 39, Pa.

Index of 1957

General Advertisers

A		M	
Acme Steel Co., Dexion Div.	24	M-H Equipment Company	79
Aero Mayflower Transit Co., Inc. ..	26	Magline, Inc.	
Allied Van Lines, Inc.	19	Magnesium Co. of America	
American Airlines, Inc.	1	Materials Handling Division	67
American District Telegraph Co.	77	Magnesium Co. of America, Tobey	
American Engineering Co.		Aluminum Division	8-9
American Trucking Associations, Inc. ..		Mead Corporation, The	
Anthony Company		Mercury Manufacturing Co.	
Atlas Van-Lines, Inc.		Second Cover	
Automatic Transportation Co.		Micron, Inc.	
Back Cover		Milwaukee Road, The	
B		Missouri Pacific Lines	
Baker-Raulang Co.	10-11	Moto-Truc Co., The	
Ballymore Company	76	N	
Baltimore & Ohio Railroad		Nickel Plate Road	
Barrett-Cravens Co.		North American Van Lines, Inc.	
Buda Div., Allis-Chalmers Mfg. Co. ..	66	P	
Buschman Company, E. W.	79	Pallet Vault Corp.	77
Butler Manufacturing Co.		Port of Los Angeles	
C		Portland, Ore., Commission of	
Central Motor Lines	2	Public Docks	74
Chicago, Rock Island & Pacific		Pullman-Standard Car Mfg. Co.	
Railway Co.	78	R	
Clark Equipment Co., Ind. Truck Div. ..	4-5 & 65	Raymond Corporation, The	69
Colson Corporation, The		Ready-Power Company	
Continental Air Lines		Remington Rand Div., Sperry Rand	
Cooke Warehouse Corp., J. Leo.	72	Corp.	
D		Reo Motors, Inc.	22
Delta Air Lines	112	Revolver Company	78
Denver Chicago Trucking Co., Inc. ..	63	S	
Dodge Div., Chrysler Corp.	30	San Francisco Warehouse Co.	
E		Slick Airways, Inc.	75
Exide Industrial Div.—The Electric		Spector Freight System, Inc.	6-7
Storage Battery Co.	29	Standard Pressed Steel Co.	
G		Sten-C-Lab, Inc.	70
Gerrard Steel Strapping Div.,		Sturdi-Bilt Engineering Co.	73
U. S. Steel Corp.	13	T	
Greyvan Lines, Inc.	Third Cover	Titan Pallet Co., Inc.	
H		Toledo, Peoria & Western Railroad	
Hough Co., The Frank G.		Co.	12
Hyster Company		Toledo Scale Company	68
I		Towmotor Corporation	32
International Harvester Co.		Trans World Airlines	64
K		U	
KLM Royal Dutch Airlines		Union Pacific Railroad	20
Kelley Company, Inc.	71	United Air Lines	14
L		W	
Lamson Corporation		Weber Addressing Machine Co.,	
Lewis-Shepard Products, Inc.	23	Inc.	
Lift Trucks, Inc.	75	White Motor Company	
Link-Belt Company	28	Wisconsin Motor Corp.	
Loomis Machine Co.		Y	
		Yale & Towne Mfg. Co.	27

For Warehouse Advertisers See Pages 82 to 111

A memo from Arthur Genet...



From: Arthur Genet, Pres. Greyhound Corp..
To: Henry Bruner, Pres. Greyvan Lines

Subject: GREYVAN service

I am afraid that when I moved from Cleveland to Chicago last year, I was not as much impressed as I should have been by the efficient way everything was handled and the courtesy and consideration shown by the movers.

At the time I assumed this was special treatment for the new Greyhound President.

Since then I have been delighted to learn that what I got was the standard service accorded every Greyvan customer.

I think you can well be proud of the friendly, intimate service offered by your Greyvan organization -- just as I am proud that Greyvan is an intimate part of Greyhound.

Arthur



GREYVAN LINES
INCORPORATED

General Office: 57 West Grand Avenue, Chicago 10

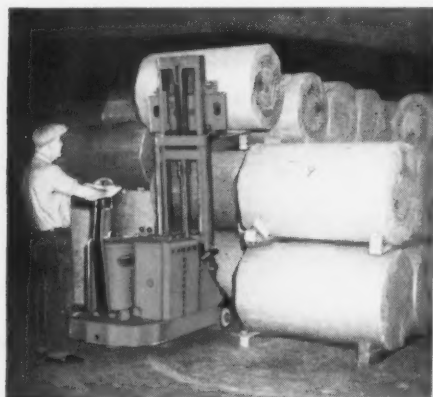


THE GREYHOUND MOVERS

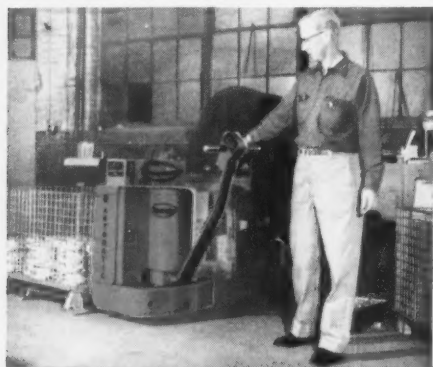
LONG-DISTANCE MOVING AND STORAGE



CONCRETE PRODUCTS: Automatic TRANSPORTER above is one of three platform models which work indoors and out, day and night, in all kinds of weather including rain, snow and ice, for the Permacrete Products Corp., makers of precast concrete products.



TAGS & LABELS: This stacker model TRANSPORTER equipped with special paper roll clamp is used by Central Tag Co., to handle and tier 800 lb. paper rolls in storage, also to deliver them to the presses.



VALVES & METERS: Marked improvement resulted in handling finished parts when this TRANSPORTER went to work for Rockwell Mfg. Co. It carries parts from finishing through inspection and weighing to final assembly.

Automatic TRANSPORTER

LEADS ITS FIELD IN COMPACTNESS... EFFICIENCY... ECONOMY...

Automatic TRANSPORTERS are available in many different types... low and high lift platform... low and high lift pallet... fork, straddle and retractable mast type stackers... tractors. These short, compact, trucks perform all the handling functions of standard rider type trucks yet cost is considerably lower.

In all models, the flexibility, economy and dependability of electric power at its best are combined with many exclusive operating advances. Capacities range from 1,000 to 10,000 lbs. depending upon the model. A complete line of attachments is available.

But see for yourself the superiority of Automatic TRANSPORTERS. Figures below are for low lift pallet model comparison but other TRANSPORTERS show equally impressive advantages.

		TRANSPORTER CAPACITY... 4,000 LBS.	TRUCK A 4,000 LBS.	TRUCK B 4,000 LBS.	TRUCK C 4,000 LBS.	TRUCK D 4,000 LBS.
SHORTER	Overall length less load...	21½"	25¾"	26¾"	23¾"	24"
MANEUVER- ABLE	Maximum Overall width	29"	32"	32"	27"	32¼"
BETTER INCHING CONTROL	3 Speed Control	Yes	No	No	No	No
MAXIMUM HEAT PROTECTION	Class H Silicone insu- lated motor	Available	No	No	No	No
MORE EFFICIENT	Hand or foot lowering control	Both	Hand Only	Hand Only	Hand Only	Hand Only

WRITE FOR SPECIFICATIONS & CASE HISTORIES

Write today for complete information including case histories of installations similar to your own where TRANSPORTERS are cutting materials handling costs to a minimum. And get the facts about Automatic's exclusive lease or purchase plan.

Automatic

Dept. C-7, 115 West 87th St. Chicago 20, Ill.

WORLD'S LARGEST EXCLUSIVE BUILDER OF ELECTRIC-DRIVEN INDUSTRIAL TRUCKS

Circle No. 29 on Card, Facing Page 49, for more information